Science of Being:27 Lessons

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Lessons 1-9

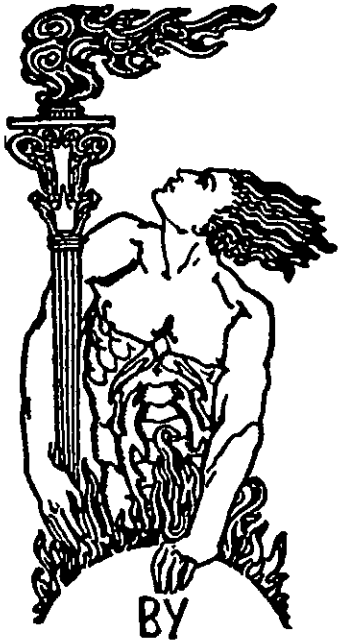
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LESSON ONE

"KNOW THYSELF AND THOU SHALT KNOW ALL"

SCIENCE OF BEING



BY

EUGENE FERSEN

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SCIENCE  *of* BEING

INTRODUCTION

HEALTH, Success and Happiness are the Foundation and Aim of every human life.

Health is Energy. It is your capital. The more you have of it, the better off you are.

Success is the intelligent use to which you put your capital of Energy Health.

Happiness is the satisfaction you get from the proper combination of these two, Health and Success.

The Source of all Health, physical, mental and spiritual, is the limitless Life Energy of the Universe, from which all life in Nature springs. Every human being is equipped by Nature with the physical means to contact and use that Life Force. The more you contact It, the stronger and healthier you become, thus adding constantly to that initial capital of Energy of yours with which you have to make a Success in your life. Few have done so, because few have known that it could be done, and those few have kept the secret for themselves.

"Science of Being" simply strips the mystery and uncertainty from these plain, basic Truths of life and puts you in direct conscious contact with the Universal Forces and Laws amidst which you live. It teaches you to attune your-

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self intelligently to the gigantic ebb and flow of those Cosmic Currents, in such fashion as to enlist their full power to help you reach your goal, instead of unconsciously opposing yourself to them.

Thus it completely re-organizes your human existence from the bottom upwards, giving you first a sound physical body through which to express your activities, then a healthy and vigorous mind to govern and direct them most advantageously and finally a ready access to the priceless and unlimited soul treasures stored within you as within every individual born to this world. You are started into a correlative growth and expansion on these three planes of your Being which results in corresponding material and intellectual rewards, not because those rewards are given to you from the outside, but because you have developed in yourself the strength of character and the ability to take them.

The majority of people today fumble blindly toward an end only vaguely seen, blundering awkwardly athwart the very Universal Laws and Powers that, properly handled, should be their greatest help. When they are flung back bruised and discomfited, the prey of ills physical, mental and spiritual, they sullenly place the blame on God, Fate, the local politician or anywhere except where it actually belongs—on their own ignorance.



"Science of Being" eliminates that guilty factor by giving you the right perspective of yourself in relation to the Universal Forces of which you are the product. It opens your eyes to the intangible elements with which you have to deal and delivers into your hands the conscious control of your own Destiny. You will know how to restore your bodily health when you are ill and how to increase your vitality and energy when you are well. You will develop your mental faculties to the highest degree. You will stabilize your emotional side, replacing fear by Confidence, nervousness by Poise and worry by Peace and Harmony.

Achievement is a prize locked securely inside that curious and delicate assortment of complex parts which is YOU. All those parts need in order to pour forth into realization their measureless treasures of latent possibilities is the proper correlation one to another and to the Power which drives them. That is the end which it is the purpose of this Course to accomplish, so that you may be able, through the development of your own inherent qualities and forces, to experience to the full in this earthly existence the ultimate of all human desires—Health, Success and Happiness.

Cordially yours,



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LESSON ONE

ONE of the dominant traits of modern Humanity is the desire for "Independence." Humanity is seeking it above everything else and is willing to pay the price for it, no matter how high that price may be.

And yet what is real "Independence" after all? Is it based on social position or on great intelligence, on physical strength or on money? Adverse conditions can make rich people lose their fortunes. Diseases can destroy physical strength. The most brilliant intellect may be misunderstood by people and therefore fail to bring forth the expected practical results. And social position itself is of all human powers the most unreliable and unstable.

Under these conditions something else has to be sought—a Power which will never fail you—a Power great enough to meet every emergency—a Power close enough to be right at hand whenever it is needed. It is only such a Power that can bring real Independence.

What is this Power and where is it to be found? It is within you, it is outside of you. It is the Power of Life itself. Within you there seems to be only a limited supply of it, and when that supply is exhausted you are like an engine short of fuel. From where have you to get the fuel your human engine needs? From the Great Storehouse of all Energy, of all Life—from the Universe itself.



There is an infinite Supply of Power around you. All you need to do is to learn how to draw upon it and how to use it in every department of your daily life. This Power is the Life Energy of the Universe, the Foundation and Apex of all Existence, the First and most Sublime Manifestation of our Great Mother, Nature Herself. It is that which always was, is, and always will be, changeless as Fundamental Power yet variable in Its Infinite manifestations, Eternal through Time, Infinite through Space with its Center always there where you contact It—underlying, pervading, governing, sustaining and encompassing everything.

When this Power is within you, you call It life. Outside of you Its name is Primal Energy or Universal Life Energy. Because of It everything in Nature lives. It is in the currents of the earth, in the waves of the ocean, in the strength of the wind, in the heat of the sun, in the soft rays of the moon. Electricity exists because that Power is back of it. Withdraw that Force from anything and that thing would cease to be, would die. Even the Universe would collapse were that Power withdrawn from it.

This Power, known as Universal Life Energy, or simply Life Energy, as It will be called in these Lessons, is the very essence of everything there is. Not only do Sound, Light, Electricity, Radio-activity, etc., derive their power from



It, but also all so-called material elements and objects are found in their final analysis to have originated from Universal Life Energy. They are known by different names in accordance with the different aspects under which they appear, although they all come from the same Source.

For instance, take steam. Super-heated steam is invisible. It possesses great dynamic power when under control. When liberated, it has the tendency to diffuse itself. Someone who does not know through Science the different transformations which can take place with steam would never think that in another aspect this hot, light, ever-moving gas appears as a block of solid ice, cold, heavy, motionless.

So it is with that which we call Matter. Previous to the time that Science was able to show the direct relation between the invisible forces and the so-called material elements, this world was considered the battlefield where Matter and so-called Spirit were fighting their unceasing battle. The general tendency was to side with Matter, because those who saw Creation only as a material unit totally ignored the Invisible Forces back of the so-called manifestations.

On the other hand, another part of Humanity tried to reach spiritual attainment, harmony and happiness by



fighting Matter, by suppressing their senses and even by denying their own physical bodies.

Science of Being explains the difference between those two concepts and shows impartially and impersonally the conditions as they actually are, not as they were believed to be. Under the light of this Science is revealed the Unity of Creation with its two polês, one of which is Spirit, represented by Universal Life Energy, and the other the so-called Matter.

Science of Being explains to you that Universal Energy, when in a free condition, is called Life Energy and manifests Itself through motion and vibration. Everything in this Universe vibrates, moves, even things which at first sight seem to be entirely motionless.

In Its primary condition of condensation Universal Life Energy forms microscopical spheres called Electrons. Electrons are considered the very Substance of the Universe, and as far as modern researches in that direction have been able to discover, Electrons underlie everything, everywhere, on the furthest star the same as here on earth. Combinations of Electrons, differing one from another by their number and mutual relations and revolving in a certain space filled with Free Energy are called atoms. Atoms, in turn, are the fundamental units which constitute Matter in its three aspects, solid, liquid and gaseous.



The more electrons, or condensed Energy, present in the atoms of a material element, the heavier, denser and more substantial that element becomes.

Those tiny electrons are in perpetual motion, rotating with an extraordinary velocity upon their own axes and revolving around a central electronic nucleus which acts as a little sun in its own microscopical planetary system.

As all elements are made of atoms, therefore within even solid matter there is a continual movement of those electrons. Everything, everywhere, moves in this Universe of eternal movement.

Your human body is formed, like all other bodies, of atoms and electrons. Therefore within your own physical body everything is in a perpetual motion governed by certain invisible yet definite Universal Laws. As long as your body functions according to those Laws, its condition will be a harmonious one, because the Laws themselves work always with perfect harmony. But if, through ignorance, you interfere with the normal functioning of those Laws, inharmony will be the result.

That inharmony may express itself through body, or through mind. In the first instance it is called disease, in the second negative traits of character; but both trace their origin to a common cause, namely, conscious or unconscious violation of the Universal Law. If this cause is



removed, then all its varied manifestations—troubles physical and mental—will vanish also.

You may ask the question: How shall I know all the different and very complex operations of the Universal Laws? The answer is: Know the Fundamentals, be One with the Law in its Main Aspects and do not worry about details. If left alone, details will work out harmoniously by themselves.

Another question may be asked by you: What am I as an individual, and for what purpose am I placed on earth, ushered into existence seemingly without my knowledge or consent?

First let us have a clear definition of what you are. In order to proceed logically let us go back to what has been explained in the beginning of this First Lesson.

Eternal Nature manifests Herself as that Universal, Infinite, All Powerful and Eternal Force called Universal Life Energy. This Force is a living Power, being the very life of the whole Universe. It is also intelligent, because it is Universal Mind. Law emitting and law abiding is this Power, and as such it is called Universal Law. Harmonious is this Force also, and through its Law of Attraction or Love it keeps the whole Universe in a condition of perfect equilibrium and harmony.

Projections of this Universal Life Energy are continu-



ally proceeding from their source in Nature into material manifestations. These manifestations vary in degrees, details and complexity of their fundamental qualities. The strongest manifestations known to us, now, and the most complex, are called Man, or YOU, a triune being, made up of a body, a mind and a soul. You are directly related with Life Energy, which is the basis of your triune nature, through all three of these constituent parts. Consequently, you are eternally linked with Nature Herself also through the immutable and eternal part of your being, your Soul.

Therefore, though individual in one sense of the word, you are yet one with your fellow beings, one with Nature and everything in Her, because you all originated from one common Source. That is why environment is able to exercise such an effect on the individual, and the individual on his environment, either constructively or destructively. There is a kinship between you deeper and more subtle than any of blood—a community of spirit welding all things into a brotherhood no less influential because it is not commonly perceived.

Though Mind is not first as a Fundamental, being second in the Eternal, logical order of Creation, yet your human mind is one of the most important faculties you possess. Through it you become conscious of the full value



of that First Fundamental of all being, Life. You begin to perceive all Life's infinite possibilities for unfoldment and to discriminate also between right and wrong, good and evil, according to whether they will help or hinder that unfoldment. You realize gradually that the Success, or Good, in your life comes in direct proportion to your unification with Universal Forces and Laws, while the disharmonious results, such as failure, poverty, disease and trouble, are the inevitable consequences of your separation from or opposition to those Laws, either through ignorance, fear or self-will.

Never fear that you cannot do a certain thing, that you cannot bring out certain qualities from within you, that you cannot overcome obstacles on your path. Remember that all things are possible to a Power which governs the whole Universe and that you are the very embodiment of that Power. Latent within you are all those forces and qualities of yours. Your problem is to bring them out. How this is accomplished will be the subject of the following lessons.

As the closing instructions of this Lesson will be given to you two Exercises, Relaxation and Silence, which you are to start today and to practice regularly throughout the whole week. These two, together with the Star Exercise and Mental Contact which will be explained in Lesson



Two, form the foundation for succeeding Exercises of a specific sort. They are to be practiced continually, not only during the period of the Lessons, but throughout your entire life. They must become a part of your daily routine, just as important and vital to your well being as the food of which you partake, the air you breathe or the care which you give to your body. The fifteen or twenty minutes a day which will be regularly devoted to these Exercises will be the best investment of time and energy you ever made in your life.

The specific Exercises based on these Four, however, are designed to suit the particular Lesson with which they are given. A new one will be added each week, but is to be practiced for that week only and then held in reserve for future use whenever you feel a special need for it.

The Science of Being is an essentially practical course, one which, if practiced daily, will bring forth all you expect from it and even more; but if you will be satisfied with the perusal only of these Lessons and then expect them to produce results without any effort from your side you will be greatly disappointed. It is a very well known fact that the more you use an organ or faculty the better it works and the stronger it grows.

All the exercises given in this course are arranged systematically and progressively, and are designed in such



a way as to develop gradually all your latent qualities and powers, making them stronger and more productive every day.

These exercises are also of a sort that everybody, men and women of all ages and in different stages of development, can easily perform without the least trouble. Even children can do some of the fundamental exercises and obtain most constructive results. The ones which are most adaptable to children will be especially pointed out.

It is advisable, in fact quite important, that these exercises, should be performed under the most favorable conditions, which are the following:

You choose a certain time of the day, preferably in the morning immediately on getting up, or the last thing before going to sleep. The morning is better, as one's forces are fresh after the night's rest. If possible, always keep the same hour. Try to be by yourself, with nobody in your immediate vicinity, in order that other people's mental vibrations may not interfere with your own very delicate mental work. Be comfortably seated in a chair, the body erect but not tense, with the left hand up resting on your left knee, palm upwards. and the right hand on vour right knee palm down. Be careful not to cross your legs. Eyes may be kept open or closed, but preferably closed. In that posture the body is most favorably disposed both to receive



from outside the Life Energy which is filling all Space and to convey and distribute it through the complex nervous system to all parts of your body, and especially to the brain.

Universal Life Energy will enter mainly through your left hand, whose palm is turned upwards, receiving the Force from above. Through the nerves of the left hand and arm that Force is conveyed to the spinal cord, and through the spinal cord to that nucleus and center of radiation of life in your body which is called the Life Center of it. That Center is situated at the very base of the spinal column, and from there it radiates life vibrations throughout the whole body. That Center was known to the ancients, especially to the Hindus, who called it "Kundalini," the Coiled or Serpent Power, because it is like a sleeping serpent coiled, resting. Using modern terminology we would say it is Life Energy in a static condition.

From this Life Center, which it stimulates first, the current of Life Energy flows into the solar plexus, which is called solar because the radiation of the nerves which form it looks like sun rays proceeding from a common center. The solar plexus is a reservoir where life currents are stored to be distributed to the different parts of the body according to their needs. After the current of Life Energy has filled to the brim the solar plexus its surplus



is conveyed from there back to the spinal cord, passing through and purifying on its way all the different interior organs. Then it goes through the right arm to the right hand, from the finger tips of which it flows again out into Space. It is a continual flowing in and flowing out of your body of Universal Life Energy, stimulating, invigorating, purifying, developing and harmonizing it.

Not only does the Life Energy penetrate into your body through the above mentioned channel, but it enters into it, when you are properly relaxed and in the right posture, through every cell of your body. The cells inhale that Force, which then travels along the nerves to the Life Center of the body and back again, to be exhaled by the same cells in a form of life radiation called the Aura or Human Atmosphere. In Lesson Two will be given more details on that subject.

EXERCISES

The two exercises to be acquired by you first are Relaxation and Silence, without which no other exercise can be properly performed. Only when the body and mind are completely relaxed can you get what is called a real rest, for only then are you in the most ideally receptive condition. All the gates of your body and mind are then opened to the inflow of that supreme Universal Power called Life Energy.



When starting Relaxation do not expect it to be perfect from the very beginning. To relax at will, like everything else, needs practice. If you notice that there is any tension in any part of your body when you are seated in the chair in the correct posture, let it go. Try to feel physically as comfortable and as much at ease as you can.

The same also with your mind. Relax your brain as much as possible. Try not to think of anything, but just to sense rest, peace; and when that condition is attained, then enter mentally into Silence. That is, try to silence within your own self for the time being all impulses, desires and even thought. You will not be able to attain perfect silence within yourself right from the start, but every time you practice it you will gain something in that direction.

Practice those two Exercises conjointly for about five minutes. Later on, when you will have trained yourself in that direction, a few minutes of Relaxation and Silence will be quite sufficient to rest completely your body and mind and to open them to the inflow of Life Energy.

These two exercises are fundamental ones and though very simple and easy to perform, yet they are most helpful, constructive and necessary for your well being. It is a known fact that those who can relax properly for a few moments during physical or mental work are able to



produce, with less effort, greater results than those who do not know how to do it.

Later on, when you will have trained yourself sufficiently in this direction, you will be able to relax and enter into Silence instantaneously whenever and wherever you feel the need, even in a crowd or amidst noise and disturbed conditions. In practicing Relaxation and Silence you will gradually gain such control over yourself that unfavorable surroundings will no longer be able so to influence you as to prevent you from deriving all the benefits from these two Exercises whenever you choose.

QUESTIONS

(Correct answers will be sent with next lesson. Write your answers now in space reserved, and compare next week.)

1. *Ques.—What are the fundamental Principles of Being?*

 Ans.—(1)

 (2)

2. *Ques.—What are Forces of the Universe?*

 Ans.—(1)

 (2)

 (3)



3. *Ques.—What are the Laws which govern them?*

 Ans.—

4. *Ques.—What is Universal Life Energy and where is it to be found?*

 Ans.—

5. *Ques.—What are its main aspects?*

 Ans.—

6. *Ques.—Explain vibrations.*

 Ans.—

7. *Ques.—What are electrons?*

 Ans.—

8. *Ques.—What is Matter?*

 Ans.—

9. *Ques.—What is Man?*

 Ans.—

10. *Ques.—What is Man's relation to Nature and to Universal Forces and Laws?*

 Ans.—

11. *Ques.—What is Disharmony?*

 Ans.—

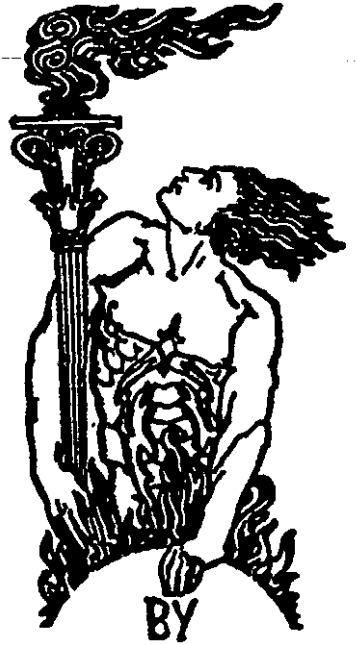
12. *Ques.—How can it be removed?*

 Ans.—

LESSON TWO

"KNOW THYSELF AND THOU SHALT KNOW ALL"

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ANSWERS TO LESSON ONE

1. *The Fundamental Principles of Being are:*
 (1) A Primary Causeless Cause of All Being, the Great Principle, or the Unmanifest.
 (2) Its First Manifestation, called Universal Life Energy, which in Its condensed condition is known as Universal Substance, or Electrons.
2. *The Forces of the Universe are:*
 (1) Life Energy.
 (2) Its expression as Mind Force.
 (3) Its highest manifestation as Love, or Soul Power.
3. *The Laws which govern them are:*
 The Laws of Nature, which are the expressions of the One Universal Law, called the Great Law.
4. *Universal Life Energy is:*
 The Fundamental Manifested Power of the Universe, and as such is Omnipresent, Omniscent and Omnipotent.
5. *The Main Aspects of Universal Life Energy are:*
 Life, Mind, Law (Truth) and Love.
6. *Vibrations are:*
 The rhythmic motion of Universal Life Energy. As everything in Nature is made up of Universal Energy, everything therefore vibrates, or moves.

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7. *Electrons are:*
 Individual units of condensed Universal Life Energy. They appear as microscopic spheres and are the smallest known particles of what is called Matter.
8. *Matter is:*
 A combination of various manifestations of Universal Life Energy in degrees perceptible to our senses.
9. *Man is:*
 An individualized, conscious, compound and harmonious projection of the Great Principle into its own eternal Substance.
10. *Man's relation to Nature and to Universal Forces and Laws is:*
 Man is ONE with Nature, and is the best medium known through which Universal Forces and Laws express themselves.
11. *Disharmony is:*
 An unconscious or conscious opposition to the Forces and Laws of the Universe. It is the perversion of the Natural Law of Evolution.
12. *Disharmony can be removed:*
 By consciously uniting oneself with Universal Life Energy, the Supreme Power.



DEAR FRIEND:

Lesson Two will explain to you the relation between the Universal Life Energy outside of you and the same Power known to you as the life within you. It will give you a thorough understanding of why, until this point has been made clear and the proper means given you to overcome those limitations, you are seemingly able to use only the very limited amount of energy which is in your body.

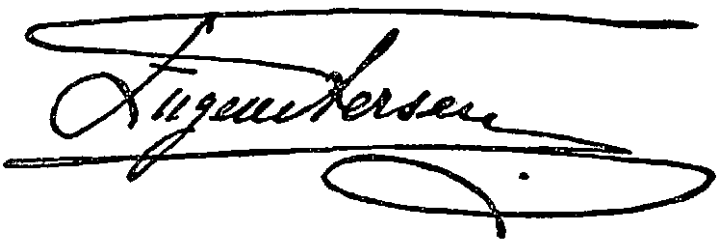
In order to re-establish your free and open contact with the vast store of Life Energy outside of you, the first two of several Exercises contained in this Course will be explained to you. Through them you will be able to connect the life current in your body with the inexhaustible Stream of Universal Life Force, thus making yourself consciously One with a Power which is supreme among all powers.

The importance of these two initial Exercises cannot be too greatly stressed. They are Fundamental, the twin valves through which you flood your entire Being, physical, mental and spiritual, with the energizing flow of Life Force. Upon them will be built up the complete sequence of Exercises which are to be given in the succeeding Lessons, a new one each week, arranged in a definite logical order.



Commencing with Lesson Three, the specific Exercises for which these two original Ones form the basis will be appended at the end of the Lesson, under the heading, "EXERCISES."

Cordially yours,



SCIENCE  *of* BEING

LESSON TWO

IN LESSON ONE was explained the existence and the qualities of that Supreme Power, the First Manifestation known to us of the Great Principle, the Causeless Cause Itself, which is called Universal Life Energy. Now further details in that direction will be given.

As previously stated, Universal Life Energy is everywhere. Its supply is inexhaustible. Outside of you it is in a condition as Dynamic Life Energy. Within you, in your Life Center, it is in a static or condensed condition.

Your problem is to make the connection between these two aspects of the same Power through certain Exercises which will be given to you in this lesson. You are to open your body to the inflow of the Universal Life Energy outside of it. The life force within, from its center in your body, then acts as a magnet and attracts the Force from without. Your Life Center within, stimulated by the current of Universal Life Energy from without, takes in that Force, transforms it into the life current of the body and sends it in this changed condition to the Solar Plexus, its reservoir or storehouse. From there it is conveyed by the nerves throughout the whole system.

As Universal Life Energy is limitless and all powerful, the more it flows into the body the stronger the indi-



vidual becomes. The object of these Exercises described hereafter is to establish a permanent contact and thus secure a continual flow of Universal Life Energy into the Life Center of your body, from where it will be distributed by a way of the Solar Plexus in a constant and increasing radiation of life throughout the whole body.

It is obvious that when filled with vitality, all the cells of the body are made to work to their full capacity, all the functions of your different organs are stimulated to the highest degree and all your qualities, physical, mental and moral, are brought out and developed to the utmost. Under these conditions you will be able to work and grow strong. Every kind of effort, physical or mental, will be easy to you because you will always have at your disposal more force than you can actually use. Work, instead of a duty or a burden to you, will become a genuine pleasure, not only because it affords an outlet for your abundant energy but because of the ease and efficiency with which you find yourself able to do it.

Investigations of the astonishing feats of strength and endurance among animals, birds and especially insects have brought to light some remarkable discoveries as to the source of their great energy. Nature itself, as a loving Mother, has provided her children with the necessary means to contact Universal Life Energy constantly and



transmute it through their bodies into the startling activities which baffled scientists for many years. Animals, for instance, use the hair of their bodies as numberless wireless poles to contact this Power of the Universe. The birds use their feathers for that purpose, reptiles and fish their scales, insects their feelers and the little down growing on their bodies, plants the under side of their leaves, etc.

If it were not for that continual contact with Universal Life Energy ants could not carry burdens so many times heavier than themselves with such ease and continuity of effort. Without that power continually flowing into their bodies and sustaining them throughout their many days' migration, birds could not cross the ocean, thousands of miles in one stretch, without food, without resting, without sleeping. Even the many layers of fat which migratory birds acquire through intensive feeding before they start on their long journey would not be sufficient to supply one small part of the energy which they spend on their way. If it were not for the continual inflow of Universal Life Energy into their bodies, through their feathers, during the very process of flying, they could never reach their destination.

As we human beings are also members of the Great Family of Nature, we are endowed with the same faculty



as the rest of Creation to contact Universal Life Energy directly through our body and to use it whenever we need. But because we have grown apart from Nature in the slow process of civilization, we have let that faculty sink into disuse until it has become almost completely atrophied. We became so interested in cultivating ourselves that we utterly ignored the more important job of keeping up our contacts with Nature's marvelous array of Forces – literally pulled ourselves up by the roots and thought we had grown because we stood higher.

Today we have to re-establish consciously that vital connection which we wilfully broke. We have a mind which can soar into the highest regions; but how few of the wonderful thoughts conceived there can we really bring to practical fruition! Potentially the strongest and noblest of Nature's children, we have become what we actually are now, the weakest and most helpless of all, simply because of the pride and conceit which led us to separate ourselves from Universal Powers in order that we might be self-sufficient. Our roots are dangling in the air.

The only way to restore our lost connection with those Powers is to put our roots back in as deliberately as we pulled them out, by uniting ourselves consciously with Universal Life Energy. It was on the Mental Plane that this



union was first broken, through the fault of our mind, so it is on the mental plane also that the first steps must be taken to repair the damage. Therefore we start the process of re-establishing our contact with Universal Life Energy through certain mental exercises, now to be described.

Relax as completely as you can, physically, mentally and emotionally. Enter into silence as you were taught in the previous Lesson, and when you feel harmony within you as a result of that relaxation and silence, then say to yourself in a low voice the following words, "I AM ONE WITH UNIVERSAL LIFE ENERGY. IT IS FLOWING THROUGH ME NOW. I FEEL IT."

Thus you open the mental door which separates the life force within you from Life Energy without. The life force within, because of its inherent quality of attraction, contacts the Force from without, which begins to pour into your Life Center with an ever increasing power and is transformed there into life currents and distributed throughout the body.

The above mentioned formula to establish the contact with Universal Life Energy is of three distinct constituent parts, vibrating to the three planes, the Soul Plane, the Mind Plane, and the Body Plane. Considered singly, the three touch their respective notes in the one chord as follows:



"I AM ONE WITH UNIVERSAL LIFE ENERGY" is an Eternal Verity. Its audible statement awakens within your Soul the realization of the eternal fact of your actual unity on the Soul Plane with Universal Life Energy. Thus the Soul is stimulated to assert that union.

"IT IS FLOWING THROUGH ME NOW" represents the opening of the mental gates. You are a law unto yourself on the Mental Plane. To become conscious of something mentally means to give life to it, to make it real, whereas things of which you are unconscious are as if non-existent for you. To become conscious that Life Energy is flowing through you right now according to mental laws makes it so. And as your Soul has been awakened by the first statement, it will support with all its awakened power your second mental statement.

"I FEEL IT," are the closing words. This refers directly to your body. It makes you not only know, but actually feel, the fact of the contact; and that which you feel becomes very real to you.

In practicing that mental contact as an exercise you must be very careful how you do it. Whenever you make those statements remember two cardinal points, namely:

First, that when repeating those words you must try to realize mentally as strongly and clearly as you can



their actual meaning. The more you can make it real to yourself, the better it will work.

Second, that you must consistently avoid all mere automatic affirmations. You must not try to suggest to yourself the words you are repeating, but you must actually realize them as based on genuine facts. It is this realization of the meaning behind the words that is alone of value, and not the mere unthinking repetition of the words themselves. Both affirmation and suggestion only numb the individual without producing the desired results. Suggestion and affirmation usually mean something superimposed, something painted on, while scientific statements of Fundamental Truths, thoroughly understood, develop in you that which you already possess.

When making the last statement, "I FEEL IT," you must not try to imagine or persuade yourself that you feel Life Energy flowing through you. On the contrary, you must be as analytical as possible, though not skeptical. You must take the attitude of an individual who, for instance, tries to hear far away sounds or see a distant object. He strains his senses, sharpens them in order to perceive otherwise imperceptible impressions. Similarly, when making the mental contact you must make your sense of feeling very acute in order to perceive the inflow into your body of Life Energy.



Like everything else, this is a matter of training. The more you will train your body in that direction the more you will actually feel the Life Currents entering it. If in the beginning you will not feel the flow of Life Energy through your body, do not be discouraged. The proof that it has entered will lie in the fact that you will feel stimulated and more energetic in doing any work. At first you will have to practice that contact from five to ten minutes every day. After a month or so you should be able to make it almost instantaneously.

The mental contact with Universal Life Energy is one of the easiest ways to contact that Power. You should use it continually before starting any work, be it physical, mental, or inspirational. The few moments it will take you to make the contact and the little effort required will amply repay you in helping you to perform your work without ever becoming tired. Not only will you be able thus to eliminate fatigue and weariness, but you will be able to do better and quicker work. The more you will practice the mental contact the more you will become consciously ONE with Life Energy.

When you have practiced that mental contact as an exercise for some time, you will find that you can make it instantaneously whenever you need it. Instead of audibly repeating the formula given above for making the contact,



all you will need to do is to realize your Oneness with Universal Life Energy and you will become actually and consciously One with it. Because of the association of ideas the other two parts of the formula for the mental contact will work automatically.

Once the mental contact with Life Energy is properly established, remember that the Force which you will be using in your work is no more dependent on your own limited supply of it. As it will flow through you from the Limitless and All Powerful Store of All Energy, naturally there can be no end to it. Thus you will soon discover that work will make you grow stronger instead of tiring you as it did before.

After you make the mental contact with Life Energy its flow will continue until your attention has been transferred from your work. At that moment, especially in the beginning, you will disconnect yourself from Life Energy and a new contact will therefore become necessary. The more you practice that contact the better it will work and the longer you will remain each time connected with Universal Life Energy.

Before starting the slightest and easiest task always take the trouble to make the contact. Why should you use your own life force, of which you have so little in your body, when there is waiting outside of it a Universal Power



ready and willing to do all the work through you and for you, if you will only let It in. All that is necessary is for you to use the different qualities of your body, mind or Soul, as tools, through which is working Life Energy Itself.

In spite of the simplicity of the method, not everybody is at first able to use it successfully because of the doubt which some people may entertain in their hearts as to the efficacy of such a mental contact. You must remember that on the Mental Plane you are a law unto yourself. If you believe in a thing, that thing will become a reality to you. But if you doubt or fear, that doubt or fear also becomes a reality to you and prevents you from realizing the thing you want.

In order to overcome that difficulty and enable everybody, even the most sceptical and timid, successfully to make that conscious contact with Universal Life Energy, there is another method which will now be explained, a method of pure physical contact based on the operation of physical Laws. That second method has this advantage over the mental one, that it does not require any faith to enable it to function freely. It works for the reason that the Physical Laws are there put into operation, and the physical contact with its Universal Energy is made not because you think or want it, but because you cannot help



it. Obviously, if you also think about the Universal Life Energy flowing through you at the moment of physical contact with It, It will work all the better. Yet, if you do not think at all about It, still It will work, because It is wholly independent of your mental attitude.

This second, or physical method, is based on a certain exercise originated by the author and called by him "Star Exercise." The reason why this posture is called the Star Exercise is because the individual, when taking it, places his body in such a position that it will fit into the five points of a star. It is in this position that the physical channels are most widely open for the reception of the Universal Force. For this reason the Star Exercise is indeed a KEY TO ALL POWER, unlocking and bringing forth in Man all his latent powers and forces.

The actual contact between the Life Center within the body and the Universal Life Energy outside of it takes place when the body is disposed as shown in the diagram. Standing straight, yet relaxed, with legs spread to a degree corresponding to the design, the arms stretched to either side on a level with the shoulders and with head erect, your body will fit into the five pointed star. Even the proportions of a normally built body will correspond to the figure of the star. The head fits into the upper point, the two arms into the two side points, the torso into the



center, and the legs into the two lower points. The palm of the left hand should be turned up and that of the right hand should be turned down. The whole body must remain erect, but not tense.

The upturned palm of the left hand receives the Universal Life Energy which is directed from Space towards the Earth. The inherent power of attraction exercised by the Life Center within your body acts as a powerful magnet to increase the inflow of the Life Energy coming from Space. Through the nerves of the hand, arms, and the spinal cord Life Energy flows to your Life Center, located at the base of your spine. There as stated in the previous Lesson, it is transformed into the life current of your body and is sent thus transformed into your Solar Plexus.

After the Solar Plexus has been completely filled with it the surplus flows out through the down-turned palm of the right hand and into the earth, in response to the earth's magnetic attraction. The Solar Plexus itself acts as a distributing center from which the life force is continually sent out to the various parts of the body according to their needs, whence it is finally radiated in the form of a radio-activity called the "Aura," or "Human Atmosphere."

Thus is established a current of Universal Energy flow-



ing from the Infinite Source into the Human Body, invigorating, purifying and developing it, and flowing out of it only to return with an ever increasing power. Not only through the left hand does the Life Energy penetrate into your body; it pours in also through every cell and nerve of your body. All those secondary currents converge towards your Life Center, which absorbs it and, after transforming it into life force, sends it out again throughout your body. Yet during the exercise the main current is received as stated above.

Shortly after you have taken the position you may begin to feel a certain heaviness in the palm of the left hand, somewhat as if a heavy ball were pressing on the palm. You will probably also sense a kind of tingling in the finger tips of the right hand. These two different sensations are due to the influx and outpouring of the Life Energy. Thus you will feel that the contact is established.

There are several other important points to be remembered in connection with this exercise. The best time to perform it is in the morning immediately after getting up, before doing anything else, and at night before going to bed.

Three to five minutes is all that is needed to perform the Star Exercise. For the first month it would be inadvisable to do it longer because of the very strong inpour



of Life Energy. But later on, when your body becomes accustomed to that inflow of Life Currents, the duration of the Star Exercise can be prolonged to fifteen minutes and the exercise taken more than twice a day.

During that exercise in the morning and at night you ought to be dressed as lightly as possible, in order to leave your body free and without pressure on any part of it. The exercise should be performed in front of an open window, and if the temperature and circumstances permit, out of doors.

The Star Exercise should never be taken immediately after a meal. At least an hour must elapse between the two; otherwise a nausea and sometimes even indigestion may result, as too much Life Energy can upset digestion and produce the above mentioned effects. Deep, rhythmic breathing is very helpful during the exercise, because of the stimulating effects of the oxygen.

In the beginning, your arms may feel tired during the performance of the exercise. No effort should be used to keep your arms up in their proper position. Let them drop and lift them again when rested; otherwise the tension of the muscles and nerves resulting from a prolonged forced elevation of the arms will counteract to a great extent the flow of the Force through them.

If you are very sensitive you will notice a certain sway-



ing of your body forward and backward in performing the exercise. If that swaying becomes too strong, stop doing the exercise in a standing position and take it lying on your back, on a couch or on a bed. For many people it is preferable to take the exercise in a lying position, as the swaying may be so pronounced as to cause them to fall when it is taken standing. Yet, if you can perform it in a standing position by all means do it that way.

Those who are heavily built or stout will notice in the beginning that when they perform the Star Exercise they perspire excessively. They should be not at all alarmed by that. Though rather unpleasant, it is an excellent sign, for through perspiration are eliminated from the body undesirable elements.

The points of the compass are of no importance to those who use Life Energy, which is Universal. There is no necessity for observing them in any way, as the Force will flow equally well no matter in what direction the face is turned.

This exercise works so automatically that there is no imperative need to think about the Force flowing through your body. It will flow anyway, because of the attraction exercised by your Life Center within. Yet, as before stated, if during the exercise you mentally contact, it will work



so much better, as mind and body will then cooperate to the same end.

The Star Exercise is exceedingly beneficial to children. It stimulates the entire body, especially the brain centers and those glands which play such an important role in the child's growth, and development.

The Star Exercise ought to become a part of your daily routine. It is to be carried on regularly throughout ALL YOUR LIFE, and if this is done the positive results obtained will exceed your most sanguine expectations. It is Life, in its strongest Exercise and use for the greatest unfoldment of your Body, Mind and Soul. For sometime in the beginning that process of unfoldment may be rather slow, but by perservering you will win the reward of complete success.

The Universal Life Energy contacted through the Star Exercise as Life Force will not only stimulate and invigorate you, but as it is at the same time the Intelligence and the Law which governs all Being and the Love which keeps it in a condition of perpetual harmony, it will also re-establish within you that perfect equilibrium which is the basis of real power. The Star Exercise will produce automatically the same growth and harmonization within you which the application of Universal Law by your mind will produce consciously. Working together they will



achieve the quickest and best results because of their mutual reaction one upon another.

There are various modifications of the Star Exercise by which Universal Energy can be contacted physically and yet not so obviously. Whenever you want to receive the Universal Force without making the mental contact or the Star Exercise, all you need to do is to turn the palms of one or both of your hands upwards. In that position the current of Universal Energy will flow through your hands into your body, with the sole difference that instead of flowing out through the right hand, as both hands have their palms turned upwards, it will flow out through your feet into the ground.

This second physical contact can be made while sitting, standing or even walking. As you do not need to extend your arms, the turning upward of the palms of your hands being sufficient, you can make that contact easily in the presence of people without being conspicuous. When seated you can have your hands resting palms upward on your knees or on the side of your arm chair. When standing you can cup your hands at your sides or clasp them loosely behind your back in such fashion that the palms will be turned up for the reception of the Force. The student can contrive a variety of other ways to make that contact, according to the occasion.



QUESTIONS

1. What are the methods of contacting Universal Life Energy?
2. What is the role of the Life Center in connection with Universal Life Energy?
3. What is the role of the Solar Plexus?
4. What are the advantages of the Mental Contact?
5. In what way is the Mental Contact limited?
6. What are the advantages of the Physical Contact through the Star Exercise?
7. Are there any other means of physically contacting Universal Life Energy?
8. What is the best mental attitude to take during the Mental Contact and the Star Exercise?
9. How can one grow stronger in Body, Mind, and Soul by working?
10. Do animals contact and use Universal Life Energy for their daily needs?
11. What is the quickest way to develop man's latent powers?
12. Why does Universal Life Energy establish equilibrium within?

LESSON THREE

"KNOW THYSELF AND THOU SHALT KNOW ALL"

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ANSWERS TO LESSON TWO

1. *The methods of contacting Universal Life Energy are*:
 The Mental and the Physical.
2. *The role of the Life Center is*:
 To receive Universal Life Energy and transform it into life currents which it sends by way of the Solar Plexus throughout the whole system.
3. *The Solar Plexus*:
 Acts as a distributing agent for the life currents sent to it from the Life Center. The strength of the individual is in direct proportion to the development of the Solar Plexus.
4. *The advantages of the Mental Contact are*:
 Its quickness and its simplicity.
5. *The Mental Contact is limited*:
 In that until properly understood it must be taken on faith.
6. *The advantage of the Physical Contact is*:
 That Universal Life Energy is contacted through the use of Physical Laws which work irrespective of one's mental attitude.
7. *Universal Life Energy may be physically contacted*:
 By any modification of the Star Exercise through

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which the palms are turned upward for the reception of the Force.

8. *The right mental attitude to take during the Star Exercise is*:
 One of confidence and receptiveness.
9. *One can work and grow stronger*:
 By contacting and using Universal Life Energy in all daily activities.
10. *Animals*:
 Do contact and use Universal Life Energy for their daily needs, just as everything in Nature does.
11. *The quickest way to develop Man's latent powers is*:
 By the continual use of Universal Life Energy.
12. *Universal Life Energy establishes equilibrium within*:
 Because of its natural harmonizing properties as the basic Force of the Universe.



DEAR FRIENDS:

In this Lesson will be revealed to you the use of Universal Life Energy in ancient times, by prophets and miracle workers, by great teachers, leaders, warriors and statesmen—in fact, by all whose achievements have won them everlasting fame in the eyes of the world which could only admire where it could not understand.

It will also give you concrete examples of how this Power has been and is being used in modern times by men and women who have made a success of their lives and who have not only risen above the level of the crowd, but have been able in their turn to lift the crowd to a higher standard.

You can become one of those fortunate ones. You are to be taught in this Course the secret of how to use consciously that same Power which they, for the most part blindly and without knowledge of its nature, used to raise themselves to their lofty station.

Cordially yours,



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LESSON THREE

IN the Sacred Books and the traditions of all nations are found divers accounts of people who, versed in occult knowledge, were able to perform all sorts of so-called miracles. The generally accepted belief is that either these accounts are untrue, or the ones who were able to perform those miracles were endowed with supernatural powers.

The fact is, those accounts are generally true, though sometimes exaggerated through the enthusiasm of their recorders. Only the Powers used, instead of being supernatural, were simply Natural Powers whose origin and character were not understood except by the select few who employed them. Jealously guarded throughout the Ages, the secret of how to use those Powers and Forces has been revealed to the bulk of Humanity only NOW because only Now has Humanity as a whole progressed to that stage of Evolution where it is ready to know what before it could merely believe blindly.

In times so remote that their history has descended to us only dimly through legend and myth, the knowledge of these Powers by rare individuals invested those individuals with such a transcencient glory in the eyes of the marveling multitude that they were considered Gods de-



scended to Earth. Thus originated the first anthropomorphic concept of Divinity.

Vishnu and Siva, the dual manifestation of Brahma, the Absolute, (the Great Causeless Cause Itself) were using the Power of Universal Life Energy continually throughout the whole of their earthly life, and the wonderful feats they were able to accomplish led their admiring followers to deify them and erect temples for their worship.

Rama, the great conqueror and at the same time liberator of India, who penetrated at the head of his Aryan hosts into the heart of the Indian Peninsula to found there a powerful empire of the Caucasian Race, used Universal Life Energy to achieve his gigantic task. To him it was given to free the White Peoples from their bondage to the Black Race which then ruled the World, and to make them the dominant power they now are. Belonging to the great body of Druids, or Tree-worshippers, which had existed from time immemorial throughout all Europe, Rama received the secret knowledge of how to use Universal Life Energy on his initiation into that cult.

Krishna, the Great Teacher and Uplifter of Humanity, whose amazing achievements are still vivid in the racial memory of the Hindus, used Universal Life Energy incessantly and explained also to his beloved friend and disciple, Arjuna, how to apply it to the varied problems of



daily life. This discourse on Universal Laws and Forces, given on the eve of the famous Battle of Kuru and on the battlefield itself, is preserved for posterity in the Baghavad Gita, one of the most beautiful and inspired records of all time.

Prince Siddhartha, during his direct initiation amid the mystic silence of an Indian jungle into the Higher Knowledge, became conscious of his One-ness with Universal Life Energy and from that moment was known as Buddha, the Blessed One, the Great Teacher and Friend of Humanity.

Jesus the Christ, throughout the whole of His earthly mission, continually used Universal Life Energy. Through it He transformed water into wine at the wedding feast, multiplied the five loaves and two small fishes for the feeding of the multitude, stilled the storm on the Galilean Sea, brought the dead to life and performed countless other miracles, among them His own resurrection.

On the Mount of Transfiguration He raised the rate of vibration of His body to such an extent that not only did that body become luminous, but even His garments glistened like silver.

He predicted the general use among human beings of Universal Life Energy as a healing and harmonizing power when He said, "The things that I do you shall do



and greater things also, because I go to the Father."

He clearly stated that His Age was not ready to receive complete knowledge of this Power when He said: "Many things have I to tell you, but you cannot bear them now."

His words, "And I shall send you the Holy Ghost, the Spirit of Truth, which will teach you all things," are fulfilled NOW, in our modern times, through the knowledge which is brought to the world in the teachings of THE LIGHTBEARERS, of which these Lessons are a part. The Holy Ghost, the Universal Breath of Life, is that Universal Life Energy whose use is explained in this Course. The Spirit of Truth is the True Knowledge which now lifts from human consciousness the triple veil of ignorance, superstition and fear.

Moses, versed in the secret knowledge which the Hierophants, or High Priests of the Egyptian Temples, taught him when he was educated at the court of the Pharaoh, made vigorous and unceasing use of that Power. By directing Universal Life Energy he was able to make the waters of the Red Sea divide; with It he brought forth water out of a rock in the desert; from It also he drew the strength to hold in check those nomad tribes who persistently harassed the Israelites in their journey through the wilderness.

The proverbial strength of Samson which depended so



much on his luxurious growth of hair, was due to his ability to use that same hair as a wireless station whereby to contact Universal Life Energy. The harmonizing power of this Force saved the life of Daniel when he was thrown into the lion's den, quieting even the wild beasts. Its preserving qualities kept intact in the midst of the flames the bodies of the three youths who were flung into the fiery furnace. Elijah brought back to life the son of the poor widow by directing through his body into the body of the dead boy currents of Universal Life Energy.

Invariably the progressiveness of a race or people is determined by the extent to which Universal Life Energy finds expression through individuals of that race, and especially through those individuals to whom its destinies are intrusted. Some of the great Indian chiefs, famed leaders of the Red Race, whose exploits have descended through legend and story, possessed the secret of that Power. Even the Polynesian Race, inhabiting the islands of the Pacific, was once, through its highest representatives, acquainted with the use of that Force. The Queen of Sheba, coming from the heart of Africa to visit Solomon, knew how to use Universal Life Energy. So also did Solomon, who through it won for himself an immortal renown as the wisest and richest of all rulers. Though king of a young and small nation, he was able to employ his own power of



attraction to such effect that he secured the most advantageous alliances with the foremost nations of his time. The unusual energy and personal magnetism of Semiramus Queen of Babylon, was drawn from the same Universal Source of All Power, as was also that of another famous Queen, Cleopatra. Alexander the Great, Hannibal, Caesar, Napoleon, and scores of other famous men and women became great through the constant though probably unconscious use of Universal Life Energy.

In contrast to the examples cited above, we may consider the case of China. Laotzu, China's great philosopher, who lived some six centuries before Christ, was able, because of his intense love of Nature, to perceive its Universal Forces and Laws. Though he tried hard to disseminate that knowledge among his own people, he failed. Even his friends misunderstood him, because his knowledge was too much in advance of his time.

Another philosopher, Confucius, a contemporary of Laotzu, succeeded in giving to the Chinese a system of ethics based exclusively on mind and appealing solely to the intellect. Yet the decline and final cessation of all progress in China dates from the time of the acceptance of that system. The teachings of Confucius have ruled the lives of hundreds of millions of people for over twenty-five centuries, but now at the last the infinitely greater



teachings of Laotzu are emerging from obscurity into clearly understood relief against the dawn of the New Knowledge rising on the world through the medium of THE LIGHTBEARERS.

Evidence that a vague realization of the existence of Universal Life Energy prevailed even in the so-called Dark Ages, the period of wide-spread intellectual stagnation, is seen in the persistent search by alchemists of medieval times for the Elixer of Life. The Elixer they sought was in fact Universal Life Energy, which the limited material concepts of that age could visualize only in the form of a liquid.

In modern times, more than ever before, energy and vitality are not only appreciated but very urgently needed. The demand for them increases in proportion as the demands of our intense modern life upon the forces of the individual increase. The extraordinary capacity for work and the unusual personal magnetism of some of our present day scientists, captains of industry and leaders in all branches of human activities can be explained only by the fact that, consciously or unconsciously, they were able to contact the unlimited supply of Universal Life Energy.

In this connection a brief survey of the most prominent world figures, especially of today, would reveal the fact that almost invariably they are what is known as "self-



made," born usually of humble parents, in comparative poverty and in an environment distinguished chiefly by its harshness and bleak opposition to large ambitions. Their starts in life were full of trials and handicaps of the most discouraging nature, yet their unquenchable vitality, enthusiasm and perseverance were such as to enable them to surmount every difficulty, overcome every obstacle in their path to success.

Anyone who approaches men like Edison, Marconi, Charles Schwab, Ford or the like, cannot help but be impressed by two dominant traits which they all possess in common, namely—great energy, expressing itself in extraordinary vitality of body, mind and Soul, and an unusual personal charm. Through their energy and the magnetism of their own personality they were able to attract all the necessary elements to create a wealth which brought remarkable prosperity not only to themselves but to their countries also.

Perhaps nowhere is the quest for replenishment of one's vital forces more clearly illustrated than on the stage and in the moving picture studios of today. Experience has produced numberless devices for counteracting the tremendous nervous drain on those engaged in the art of portraying emotions, and chief among these is the remarkable stimulating power of music. For that reason, in some



of the large studios, orchestras are kept whose duty it is to play appropriate music during the "taking" of a scene.

The remarkable harmonizing and strengthening effects of these musical vibrations, low as they are in the vibratory scale, are merely an indication of what can be accomplished if one is able to contact the infinitely higher and stronger vibrations of Universal Life Energy. When actors will use Universal Life Energy Itself instead of Its very feeble expression in sound vibrations, not only will the histrionic results they obtain be much better, but their own health will also be preserved and improved to an extraordinary degree. The stimulation and inspiration, moreover, instead of subsiding at the end of the scene, will persist throughout their daily life and will advance the whole tenor of their existence outside the theater as well as in it.

The astonishingly youthful appearance of some luminaries of the stage who, by the calendar, are far past their prime, is due to something more fundamental than "make-up." Their features genuinely reflect the youthfulness of the spirit within—a spirit kept young and buoyant through an exceptional ability to contact and use, even though unconsciously, the Universal Life Energy.

If such rewards are secured from the unconscious use



of that Power, how much greater ought to be the rewards of a conscious and intelligent application of It.

The success of those individuals can be emulated by any normal persons who will use Universal Life Energy in connection with their work. All human beings born into this world are endowed with certain latent qualities which can be developed, together with the power to contact Universal Life Energy, which can be used for the development of those qualities. Therefore no matter how limited one may appear to be at the start, there is hope for anyone who will make proper use of that Force.

This holds true regardless of how humble one's condition or profession may be, or how devoid of prospects. There is no avenue of human activities in which Universal Life Energy, constantly and intelligently used, will not strike out a way to prominence.

For instance, take a street cleaner. Though engaged in what is considered one of the humblest of occupations, he is by no means cut off from ample possibilities for success. His road, like all others of a constructive nature, points up. All he needs is the energy and determination to push along it to the top.

An ordinary street cleaner who uses that Force will soon find himself growing stronger in energy, intelligence and ambition. He will begin to perceive and take advantage of



opportunities to which he had been blind before. The relation between present causes and their probable future effects will become clearer to him; he will discover the larger possibilities and broader scope of his work; and by availing himself intelligently of every opening he will be able to shape an upward road to more and more responsible positions until eventually, perhaps, he will become the head of that department in his community. In such a position he cannot only improve the sanitary conditions of that city, but can also contribute in general to the well being of his fellow citizens. Thus he will become a valuable influence for progress both to his own community and to Humanity at large. As a natural consequence, fame and prosperity will be his reward.

This is a rational and very possible prospect, typical of the possibilities that exist in the most unassuming occupations. However, many obstacles may exist between the beginning and the end of the road, there is always a way to surmount them. Ally yourself to Universal Life Energy, look where your road leads and set yourself confidently to the business of getting there. With that Force to help you, nothing will be able to stop you or turn you back.



EXERCISES

As exercises for this lesson, continue the Star Exercise, Relaxation, Silence and the Mental Contact with Universal Life Energy, as described in the previous lessons.

QUESTIONS

1. To what basic cause must be attributed the achievements of great men and women of all time?
2. Were they conscious of that cause?
3. If any were, name several.
4. How far back in human history can the use of Universal Life Energy be traced?
5. Was this knowledge of how to use Universal Life Energy general or was it restricted to a few individuals?
6. If restricted, why was it not made general?
7. What has been the effect on nations of the capacity of its leaders to use Universal Life Energy?
8. Was this knowledge limited to any particular countries, religions, philosophies or sciences?
9. In what human activities is the use of this Power impossible?

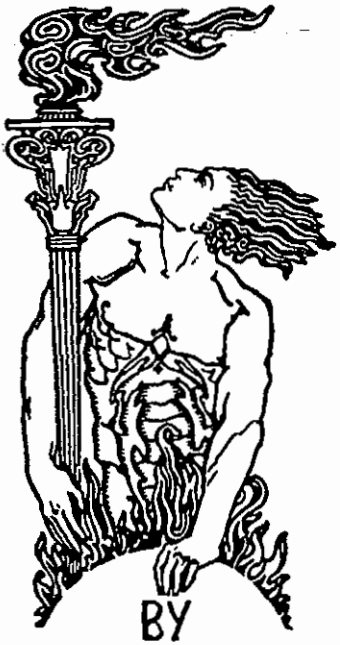


10. Will the use of this Power in modern times lead people to Success?
11. Has the success of prominent people ever been easily attained?
12. What is the simplest and most practical way to rise to prominence?

LESSON FOUR

"KNOW THYSELF AND THOU SHALT KNOW ALL"

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ANSWERS TO LESSON THREE

1. *The achievements of great men and women of all times are to be attributed*:
 To the ability of those individuals to contact and use Universal Life Energy.
2. *In most cases*:
 They were not conscious of that cause, but in some cases they were conscious of it.
3. *The best known of those who consciously used Universal* Life Energy were:
 Vishnu, Siva, Rama, Krishna, Buddha, Moses, Solomon, the Queen of Sheba, Samson, Daniel, Elijah, Christ and many other prominent but less known characters.
4. *The use of Universal Life Energy*:
 Can be traced beyond written history to times so remote that they are reached only by legend.
5. *The knowledge of how to use Universal Life Energy*:
 Has always been restricted to a few individuals until the present day.
6. *This knowledge was not made general*:
 Because the mass of Humanity has never until now progressed to that stage of evolution where it is ready to receive it.

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7. *The factor that has always determined a nation's progress is*:
 The capacity of its leaders to use Universal Life Energy.
8. *This knowledge*:
 Was not limited to particular countries, religions, philosophies or sciences.
9. *Branches of human activities in which the use of this Power is impossible*:
 There are none, of a positive and constructive nature.
10. *The use of this Power in modern times*:
 Is bound to lead people to Success now as in the past.
11. *The success of prominent people*:
 Has never been attained without hard work.
12. *The simplest and most practical way to rise to prominence*:
 Is continually to contact and use Universal Life Energy in all one's activities.



DEAR FRIEND:

During comparatively recent years research has uncovered hitherto unsuspected Forces of Nature; mechanical science has fashioned bewildering varieties of machines of marvelous complexity, precision, speed and sensitiveness wherewith to harness and direct those Forces; but Man's utmost ingenuity has fallen far short of evolving any device that can compete even remotely with that perpetual miracle of mechanical perfection, your physical body.

This lesson will explain to you how that wonderful physical apparatus which your Soul has constructed for the expression of its qualities and activities comprehends in itself the functions of all the machines that have ever been or ever will be made.

For instance, consider the Radio. The most recent and prominent of present day discoveries has been the Radio; yet how many people know that from time immemorial there has lain dormant and unused in the human body, but within immediate reach, a wireless station of capabilities exceeding its most completely equipped counterpart in the laboratories of today.

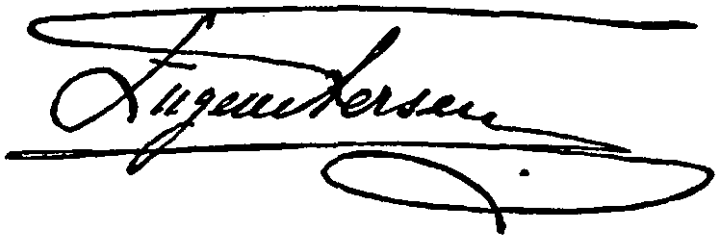
All this is your own, awaiting only the operating and directing energy of your own intelligence to leap to your service. By taking advantage of all the possibilities within



yourself you will be able to produce the most astonishing results.

Such is the object of this lesson—to give you full control over that physical side of your nature.

Cordially yours,



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LESSON FOUR

THE first question you may ask is: What exactly are the qualities and the different functions of the physical body? It is presumed that you already know how this physical body came into existence. The process of its development from conception and growth within the mother until it reaches full maturity is so well known to the average reader that we are not going to enter into details on that subject. But the mysterious Forces and Laws back of that physical development, governing it and emerging into visible expression through it, are of vital interest to everybody; and it is the operation of those Laws and Forces which will be here explained in detail.

The physical body as a whole represents the embodiment on this material plane of your Ego, or Soul, whose manifold activities are expressed through its different organs and members. That body is made up of millions and millions of cells, grouped according to the different functions of the body, and each group of cells having its own particular duties to perform. Moreover, every cell has an individual and independent life within it. Modern investigations have proven that even when taken from the body these cells can, if placed in the proper surroundings,



not only live an independent life, but can even develop under those new conditions.

If you want to have a strong and healthy body, you must give to the cells the opportunity and possibility to function properly. Breathing and taking material food are two of the ways to accomplish this. Physical and mental activity naturally needs energy, and it is in the work of supplying this energy that all the cells of your body co-operate. You feed the cells of your body with gasses and chemicals which, being absorbed and transmuted by the cells into a form of energy, in their turn feed you. That is, they supply you with the necessary amount of power for the work you have to do.

This transmutation into energy, or Life Force, of the air absorbed through breathing and the chemicals absorbed through eating is in direct proportion not only to the amount of their absorption by your body, but also to the body's capacity for transforming them. As that work is limited the amount of Life Force stored in your Solar Plexus is therefore also limited.

Naturally under those conditions you can use these forces only to the extent of the actual capacity of your Solar Plexus. Once the Solar Plexus is drained of Life Force, you feel that there is nothing to draw upon any



longer. Then you call yourself tired, because you have exhausted the supply of energy in your body.

Yet Nature, who takes good care that her children should never be left stranded at the time when they need her support, has provided various physical channels through which to replenish this store of energy by tapping the great Universal Reservoir of Power.

For instance, the hair on your body, which is developed more on certain parts of it than on others, as well as the hair on your head, is of tremendous value in helping you to recoup your physical Forces. Each hair is a tiny wireless pole contacting Universal Life Energy and conveying it into the cells and the different centers of the body. Just as those natural wireless poles are ready to function all the time, so is Universal Life Energy ready to flow through them continually.

Another major means for contacting the Energy outside is through the fine network of nerves which send their tendrils to the skin over every portion of the body. Where these tendrils are concentrated to form a genuine mat of sensitiveness, such as in the balls of the fingers, the palms, soles of the feet, etc., the sensitized areas act especially strongly as the grid of a receiving set, the point of contact peculiarly adapted to the reception of vibrations of Life Energy from without.



With all this highly specialized apparatus already at your disposal, it would seem as if that Power ought to be flowing into your body all the time. The reason it does not is because your nerves and cells are contracted on account of the general tenseness of your body and are almost paralyzed and closed up by some latent fear.

Naturally under these conditions the Life Force concentrated within your Life Center cannot attract the Universal Life Energy which surrounds your body on every side. That is why Relaxation and Silence are such important exercises for the harmonization of the body. If human beings would live a natural life and would be in as close contact with the Forces of Nature as is the rest of Creation, there would be no necessity to contact Universal Life Energy. It would continually flow into the body, as there would be no obstacles to prevent the inflow.

The more Life Energy enters into your body, the stronger the individual cells will become. As the entire body is made up of millions of cells, it is obvious that the well being and proper functioning of that body as a whole depends chiefly on the well being and proper functioning of its component cells. Add to this clear, strong, harmonious thoughts, constructive and lofty emotions, and you have power and harmony within ready to contact the Universal Harmony and Power without.



That Power, flowing through the cells as the medium of transmission, bathes them individualy and collectively with Life Energy, refreshing and stimulating them, washing them clean from impurities and building them up naturally into a healthy, strong and beautiful body, a fitting instrument for the expression of the Individuality that dwells within.

As stated previously, Harmony means Equilibrium, and Equilibrium is Power. If you want to be powerful you must achieve the Balance which Power demands for its most efficient expression. There is no better way to obtain that Balance than by bringing out your fundamental qualities.

Remember that your body is the outgrowth, the vehicle through which your Soul's Individuality expresses its activities. If the Four Fundamental Qualities—Life, Mind, Law (Truth) and Love—as explained in a previous Lesson, are given physical expression in your daily activities, they will by nature build up adequate physical channels for that expression. That is, in proportion as those Four Qualities are brought out in your own Individuality they will be reflected in the body which is but the material counterpart of that Individuality.

Remember also there are two ways of bringing out those Qualities, each way of equal importance and each supple-



menting the other. The continual use, through the Star Exercise and the Mental Contact, of Universal Life Energy, whose essential function it is always to establish Equilibrium, will automatically develop them within you, promoting their growth to the point where they will blossom into your consciousness as ready for expression. Then your conscious application of them by performing every act with Energy, Intelligence, Accuracy and Joy will cultivate and strengthen them in an increasing and harmonious growth which will visibly manifest itself in the various organs and members of your body.

As your body is simply the visible, material expression of the activities of your own Individuality, naturally if those activities are harmonious their physical expression must be so also. Real Harmony, Power and consequently Beauty of body are absolutely unattainable unless Equilibrium is first established within the individual and manifested through his daily activities.

It has often been noticed that when individuals are happy, that happiness radiating from their faces makes them appear actually beautiful, though originally they may have been very plain. The explanation is, of course, that the inner sense of Happiness, of Love, is able to produce such a transformation. If that inner condition were sustained through any length of time the effect would



be so radical and lasting that the body would not only appear to be transformed, but would actually be transformed and would remain so as long as the cause of that transformation continued to be active within the inner self of the individual.

The definite physical process through which such fundamental causes obtain permanent expression usually takes place more quickly with young people than with older ones. Scientific investigation has proved definitely that all body tissues are being continually renewed, with the result that everybody possesses a virtually new body at periods ranging from one to seven or more years. It is through this renewal that any change must be gradually manifested. The younger a person is the more rapidly that work of renewal generally takes place, because the plasticity of a young mind is reflected in a young and pliant body, whereas in older people a set habit of thought and ideas has expelled that buoyant physical elasticity.

Yet age must never be considered an impediment. However slowly or quickly that change may be taking place, nevertheless it is taking place every moment of your lives. Not a minute passes but what some element of the new invades every tissue of your body to replace a corresponding amount of the old and worn out which it expels. You who will honestly and perseveringly follow



the instructions here given will so temper with your aroused qualities this new fabric which is being perpetually knit into your being that you will produce most astonishing bodily changes, both as to appearance and as to producing power.

Naturally the transformation of your body is so gradual that you will not notice it at first. Yet the growth from within your body is continually operating, and if you have in you a continual flow of Life Energy, as well as harmony in your thought and action, then Life Force penetrating into every cell is bound to make that physical side of your triune nature grow healthier, stronger, finer and more beautiful all the time. All you need to do is to apply the rules and laws stated before, and particularly to use Universal Life Energy continually, never worrying about the results. The very Forces and Laws you put into operation will take good care that the results manifested in your body shall be in exact proportion to the direct application of those Laws and Forces in you.

The right kind of food, well prepared but not too much of it, especially for grown people, will help a great deal in that work of harmonization of your body. Vegetarian food is by all means preferable to the ordinary meat diet. You have only to look into the great book of Nature to find there the answer to your query as to which diet is prefer-



able, meat or vegetable. The animals which can produce the greatest continual physical effort are vegetarians, as for instance elephants, bulls or horses. Carnivorous animals can produce a great deal of energy in a single effort, but only for a very short duration of time. Sustained effort is almost an impossibility for most of them.

However, the demands of our modern life call for this sustained effort. A sufficient proof that there is already a dim realization of this exists in the increasing number of vegetarians. Eventually the whole Human Race will become vegetarians and fruitarians.

Yet as in everything else, gradual growth is preferable to an abrupt change, and for that reason you are advised to eat what you feel like for the time being. Inner adjustment will demand a different kind of a food to sustain your physical body, and then without any effort you will adopt a different diet. It will be no more a sacrifice to you, as you will have gotten into that new condition. Under these circumstances your body will be changed gradually, and will not suffer depletion or cause you any such physical discomfort as usually afflicts those who make a sudden radical change.

The same can be said in regard to smoking, drinking or any other similar habits. You will be able to get rid of them not by fighting or trying to overcome them, but through



transmutation into healthy habits. There again the continual use of Universal Life Energy will be of invaluable assistance to you. Being a Perfect Power, it will by and by eliminate from your system all harmful desires and appetites.

Scientific breathing is also very helpful in the work of harmonization of your body. Most people breathe only to a partial capacity of their lungs. Under such conditions there is not a sufficient amount of oxygen conveyed into the body. As oxygen is, next to Universal Life Energy, the most important element for the subsistence of all life, it is obvious that if you do not absorb a sufficient amount of it through breathing your physical body suffers as a result of that shortcoming.

The above mentioned scientific breathing performs also a great service aside from the mere introduction of oxygen into the system. Based usually on the beats of the heart, it attunes the rhythm of the life within to the vast Rhythm of the Universal Life Energy outside. Thus it is an excellent help in establishing a quick and vigorous contact between the two.

Western systems of breathing, of which the object is only to bring about harmonious physical results, are preferable to Oriental methods, which are not so much concerned with the physical results obtained as with the de-



velopment of psychic powers within the individual. There are quite a number of very good methods of scientific breathing which may be found in books on physical culture written by specialists in America as well as in Europe. A good system is that of Dr. Miller, a Swedish physicist, whose book "My System" is known all over the world.

Modern science constantly gives more and more scientific information in all directions, and in this direction also. Only by taking the trouble from time to time to keep yourself informed about the latest discoveries made along specific lines can you progress together with the general progress of human knowledge.

Physical exercises and sports of any kind are very necessary for your well being. As physical exercises the "daily dozen" by Walter Camp are excellent to keep you fit; but whenever opportunity presents itself do not despise walking, climbing stairs or any other similar effort. You will be more than amply repaid for it. Hiking, skating, swimming, rowing and all kinds of outdoor games are also excellent means to sustain the health and energy of your body.

Whenever exercising or indulging in sports, always remember two capital points. First, to make the contact with Universal Life Energy, so as to get the double benefits of the Force, and Second, to perform those activities with enthusiasm, since only then will they actually benefit you.



An exercise performed indifferently or with reluctance, at the compulsion of the will, will never bring any very constructive results, because the use of the will induces a general contraction and tenseness of the body nerves and cells which completely neutralizes the beneficial influence of the exercise itself. Under such circumstances the muscles are only wearied, not refreshed, and the individual acquires from his exertions nothing but that sudden fatigue which comes from utterly exhausted tissues.

EXERCISES

In addition to the Exercises given to you in the previous lessons—the Star Exercise, Relaxation, Silence and Contact—there will be given to you this week a new Exercise, STIMULATION.

The object of this new Exercise is to teach you to use nerves, to contact Universal Life Energy, and by the reaction of Universal Life Energy in its stimulation of all cells and tissues, to make those wireless stations function ever more strongly. This Exercise will help you also a great deal in the work of harmonization of your physical body. It is performed as follows:

When making the contact with Universal Life Energy try to feel the Force pouring in through every hair and



nerve. You will perhaps perceive it as a tingling sensation, a feeling as if the hair were trying to stand on end. Think of your body as perfect, strong and harmonious. Do not try to localize or make specific that harmony, as the activities of your Individuality may not at all coincide with your idea of what they ought to be. Think harmony as a general condition, and leave it to your higher self to see that its expressions are tempered with that harmony as they emerge into and through it. That way you will discover that what comes out is really best for you.

QUESTIONS

1. What does the physical body as a whole represent?
2. What are the Forces and Laws back of physical development?
3. What is the best way to acquire a strong and healthy physical body?
4. In what way has Nature equipped the body for contacting Universal Life Energy?
5. What Center within the body exercises the greatest power of attraction for Universal Life Energy?
6. Why does Universal Life Energy not flow continually into the body of every one?



7. On what does the general well being, strength and harmony of the body depend?

8. What essential qualities must one cultivate in order to build a harmonious body?

9. What are the two ways of bringing out the latent qualities of one's Individuality?

10. Is Old Age an impediment to the harmonization of the physical body?

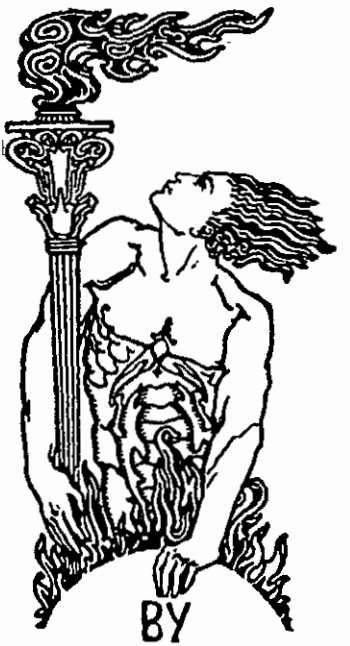
11. What diet produces the most desirable results in the human body?

12. What mental attitude must be observed in performing physical exercises if benefit is to be derived from them?

LESSON FIVE

"KNOW THYSELF AND THOU SHALT KNOW ALL"

SCIENCE OF BEING



BY

EUGENE FERSEN

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ANSWERS TO LESSON FOUR

1. The physical body as a whole is: The material expression of the qualities and aggregate activities of the Soul.
2. The Forces and Laws back of physical development are:
 1. Universal Life Energy;
 2. The Law of Attraction, or Harmony.
3. The best way to acquire a strong and healthy physical body is: By making it an open channel for the continual flow of Universal Life Energy.
4. Nature has equipped the body with hair and with specialized nerve systems which act as complete radio stations for contacting Universal Life Energy.
5. The Center within the body which exercises the greatest power of attraction for Universal Life Energy is: The Life Center, located at the base of the spinal column.
6. Universal Life Energy does not flow continually into the body of everyone because of a general tenseness and contraction of nerves and cells.
7. The general well being, strength and harmony of the whole body depends on: The well being, strength and

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harmony of its individual component cells, as well as on harmony of thought and emotions.

8. The essential qualities to be cultivated in order to build a harmonious body are: Energy, Mental Activity, Accuracy and Joy.
9. The two ways of bringing out the latent qualities of one's individuality are:
 1. Continual use, through the Star Exercise and Mental Contact, of Universal Life Energy.
 2. By performing every act of one's daily life with Energy, Intelligence, Accuracy and Joy.
10. Old age: Is not necessarily an impediment to the harmonization of the physical body. Constant use of Universal Life Energy will overcome the effects of old age.
11. The diet which will produce the most desirable results on the human body is: The one toward which the individual feels naturally inclined, and should change with the change of inclinations.
12. The mental attitude which must be observed toward physical exercises if benefit is to be derived from them is: One of joy and enthusiasm.



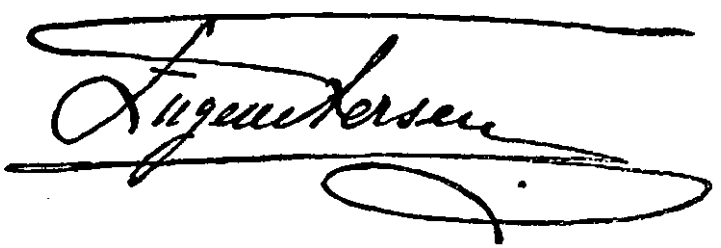
Dear Friend:

This lesson will give you a thorough understanding of how to use Universal Life Energy in your daily life, at home as well as in your office, in the country as much as in the city, when doing inspirational work like painting, singing and playing, and in the laboratory doing research work or probing into the Universal Intelligence for new discoveries.

No matter what your activities may be, first of all and above all, you need energy without measure to start and complete your work. You need to have your intelligence operating at its best to be efficient. You need discernment, a sense of truth, in order to be able to discriminate between the right and the wrong, and you need the power of harmonization in order to adjust matters the way they should be.

All this Universal Life Energy will supply to you, as these are its inherent qualities. All you need to do is to use that all-powerful Force, never worrying about results, knowing that they are bound to be harmonious when the Power producing them is Harmony itself.

Cordially yours,



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LESSON FIVE

YOU have probably noticed that one of the main difficulties encountered in your daily life is a certain feeling of laziness, especially in cases where the task to be performed is not of particular interest to you. Even when, through an effort of will power, you are able to overcome that feeling and start to do your work, you begin presently to experience a sense of fatigue which often culminates in actual exhaustion. That is the reason why work is a real ordeal to most people, with the result that they do it not because they like it, but because most often they are compelled by circumstances to do it.

The cause of this attitude toward work as something necessary but at the same time very unpleasant is the lack of supply of Life Force in the majority of individuals. When you have drained away the very limited amount at your disposal in the Solar Plexus, the reservoir of that Force in your body, you feel that you cannot work any longer. Yet if, before starting any kind of work, you take the trouble to insure a continuous and ever increasing fresh supply of that Power by making the contact with Universal Life Energy in accordance with the methods previously described, you will find that conditions are completely reversed.



Once connected with that Great Power which will flow into you, supplying all the life force you need for the work you have to perform, and even much more than that, the thing that seemed difficult to you before will appear extraordinarily easy and simple, because of the superabundance of energy at your disposal. The sense of laziness you may have felt before starting to work will be done away with as if by magic; and as for fatigue, you will soon forget the meaning of that word, because you will realize that the more you work with the Universal Power to back up every step, the stronger and healthier you will become. That which appeared to you before almost as an ordeal will become a real pleasure to you. Thus not only will your attitude toward your work change, but your entire outlook on life will change and broaden also, bringing you that sense of freedom, of exhilaration and reserve power which invariably comes to him who is "stepping out of the rut."

Remember, any work quickly and well done naturally commands a larger financial return. It brings advancement and increase in salary. Besides that, quick and good work performed with joy, with a pleasant smile, will do away with criticism and will invite instead that sincere appreciation which harmonizes relations between employer and employee. A good worker, no matter in what depart-



ment of human life, is appreciated and paid according to the value which his work actually represents.

The reason most people receive such small salaries is because their producing power corresponds fairly well to the small financial return they receive. Time and again, whenever an individual, be it man or woman, has been discovered to do better work than others, special attention has been paid to that individual and promotion and higher salary have followed as a natural consequence. Even if the recognition of that increased efficiency does not come in due time from the organization or people who enjoy the benefit of it, opportunities are seldom lacking to place it where its value is substantially appreciated; or if such opportunities are lacking that same Universal Life Energy can be used to discover the proper opening.

Remember also that it is within your power to bring this about in your own life. All that is necessary is for you to make the contact (the Mental one is especially advisable, because it is the simplest and quickest with Universal Life Energy before you start to do anything, and then to apply yourself to your task with the serene confidence that the Force flowing through you will support and guide you to a successful conclusion. Your body will act as an engine, the propelling power of which is the inexhaustible Life



Energy. And just as the engine is never tired, and stops functioning only when there is no more power to make it work, so it will be with your body. It will work untiringly while the Force flows through it.

Moreover, your body is in all respects far superior to the mechanical engine to which it is compared. An engine has its parts worn through friction; it may get out of order or even break. Your body, on the other hand, is being repaired and renewed in every portion as fast as it shows signs of wear.

The Universal Life Energy contacted by you, and which your Life Center is constantly transmuting into the very life of your body, not only supplies that body with the energy it needs to do the work, but what is even more important, strengthens and reconstructs its exhausted tissues down to the minutest cell. That amazingly thorough and unceasing process of rebuilding so adapts the new structure to incessantly new demands that the whole of your physical system is harmonized and fortified, daily reducing to a minimum the chances of wearing or breaking down.

In other words, just the opposite of what happens to a mechanical engine happens to your human body. The engine slowly but surely grows weaker every moment. Your



body, on the contrary, through the use of Universal Life Energy grows stronger and better all the time. The few seconds which it will take you each time to contact Universal Life Energy will be compensated by hours of constructive and pleasant work. Consider this as one of the cardinal points of these teachings which, conscientiously applied, will bring results far exceeding your most sanguine expectations.

For instance, take any of your daily duties at home, no matter how small or trivial they may appear to you. Perform them always with the help of Universal Life Energy. You can use that Force when dressing or reading your newspaper in the morning. It will help you in cooking and even in eating your food. Once you make the contact with Universal Life Energy before you start to eat, the assimilation of the food by your body will be more complete and perfect. When combing your hair or giving the proper care to your body, take the trouble to contact that Great Power. It will then flow strongly into whatever part of your body you are concerned with, always stimulating, invigorating and purifying it. Your hair will attain a more luxurious growth and a rich luster. If it has become gray it will gradually regain its original color. Your skin will acquire a finer texture and smoothness, and will be more



resistant to harsh external influences. Eyes will again grow clear and expressive, reflecting undimmed the awakened emotions of your higher nature.

It is a well known fact that if you take proper care not only of the human body, but even of the bodies of animals, trees and plants, you increase their actual value and improve their physical appearance. If such results are obtained in trying to harmonize their inherent qualities by taking care of them in the ordinary way, what infinitely greater and more harmonious results will be obtained if for that purpose a Power is used which is Life and Harmony itself and which is supreme in every direction.

In doing your office work, no matter whether you are at the bottom or at the top of the business ladder, always remember to contact Life Energy first. When your fingers are running over the keys of the typewriter, let Universal Life Energy work with you and for you, while you remain the directing mental power. If your province is farm work of any kind, in the field or in the barn, in the orchard or in the dairy, caring for livestock, feeding and tending them, or handling men, take the trouble in each instance first to make the contact with Universal Life Energy, letting it flow through you into everything with which you come in contact, and you will see what wonderful re-



sults you will thus obtain through the continual use of that Force.

Remember, this Power is the very Life of the Universe. Everything in Nature, a simple seed as well as a human being, needs it, and the more you pour that Force through your body into anything the better that thing will become. The seed planted in the field will give you bigger crops. The orchards will produce larger and better fruit. Cows will give more and richer milk, and your hens will lay more and larger eggs. Cooperation from helpers will be more spontaneous and efficient. Under its magic everything will thrive, and its continual use will reduce to a minimum the accidents and diseases so common not only among animals and poultry, but also among trees and plants.

In the matter of healing do not forget that the source, the fundamental cause, of all sickness is the same for both animal and vegetable life. Disharmonious vibrations demand expression as well in the life of a tree as in the life of a human being, and the only difference is that their manner of expression varies in proportion to the degree of development of the channels for that expression. Thus in the simple organism of a tree the range of expression is limited to comparatively few diseases, while in the highly



complex and sensitive system of a human being there is apparently no limit to the kinds of ill in which disharmony is able to manifest itself.

Through the use of Universal Life Energy, whose inherent quality is always to establish equilibrium and thus bring strength and harmony, all diseases can be eliminated, whether in plants or in animals, by the elimination of the fundamental negative cause. You do not do the healing, but by making yourself the direct agent, the open channel through which Life Energy is poured into the tissues which are too sick to contact it in sufficient quantities themselves, you introduce a harmonizing Force strong enough to overcome the disharmony at the root of the trouble. And although this Force is self-governing, it will be greatly helped in its work if directed intelligently, with a clear understanding of the nature of the task it has to perform.

For example, in treating animals there are two distinct ways to proceed. One is to take them individually and, after making the contact with Universal Life Energy, to direct it through your hands and finger tips toward that part of the body which is to be healed. If the entire body is affected, send the Force into every part of it with slow sweeping movements of the hands, working from the lower joint of the neck to the tail and feet or, if convenient, from



the solar plexus outward each way, but without touching. Such treatment ought to last from five to fifteen minutes actually and be performed once, twice or more each day, depending on the seriousness of the case. Continue this until the animal is healed.

The second way of healing animals is by group treatment—that is, by treating a whole flock or herd at once. In this instance, place yourself just far enough away so that the herd comes into your perspective as a group instead of as individuals. The distance may vary from twenty feet to several hundred, depending on the size of the group. Make the contact with Universal Life Energy, and when you feel the Force flowing, direct it through your extended hands towards the center of the herd. Then by a slow and gradually enlarging rotary motion of the hands spread it from the center to the edges, and repeat. Continue the treatment for from five to fifteen minutes, as with individuals.

The size of the group, far from being an impediment, tends to make the treatment even more effective because of the interaction between the individuals composing that group. Each reacts to the stimulation of Life Energy, and each becomes a channel also for the transmission of that Force, so that the whole group collectively generates with-



in itself a continually stronger flow and interchange of harmonizing Power. Thus, though it seems to be a paradox, the larger the group is the more easily it can be treated, and the quicker and more effective will be the results obtained.

The distance one may be from the group when treating it is of little importance, as space is no obstacle to the operation of Universal Life Energy. When properly directed Universal Life Energy will work at any distance.

The best times to give such treatments, individual and collective, are in the morning with the sun's rise and in the evening with its setting. In the first case the vibrations you give are attuned to the rising vibrations of the new day, and in the second to the soothing vibrations of the approaching night.

In treating any kind of plant life, from the crops in the fields to the trees in the woods, the process is the same as for animals, except in one respect. Instead of directing the Force first into the leaves and branches, start the treatment at the roots and work upwards. Thus you are in accord with the upward trend of the life of the plant, set by the flow of the sap from the roots toward the branches, whereas by reversing the process you would be needlessly counteracting that trend rather than strengthening and



reinforcing it. In either group treatment or individual treatment of plants this one essential point should be borne in mind.

There is one other use of Universal Life Energy on the farm which requires mention as of special interest to farmers—crop protection. Statistics place the money value loss to farmers through insect and animal pests at billions of dollars annually, and this in spite of the constantly improved methods evolved by Science for combatting that menace. Yet if, in addition to these ordinary methods, the individual farmer will apply the principles taught in this Course, he can not only cut down his yearly contribution to that tremendous deficit, but can even eliminate it almost entirely.

By charging a crop with Universal Life Energy, through the method of group treatment, that crop is made fundamentally its own protection. Universal Life Energy is a purely constructive Force; and as such is instantly repellant to any destructive influence. All parasites, on the contrary, whether insect or animal, are by nature open channels for destructive influences, since it is through destruction alone of other forms of life that they maintain their existence.

The effect of Universal Life Energy is immediately to



turn that corrosive flow of destructive energy back upon itself, so that it preys upon its own channel instead of being able to vent itself in the usual manner. The parasite feels repelled, not because the crop is less appetizing as food, but because each blade and leaf has become a conductor, a "live wire," of a directly opposite and stronger Force. Therefore the destructive animus must seek an outlet somewhere else, and in search of that outlet the insect or animal goes on or turns aside.

Should your work be in the factory, there again Universal Life Energy will be an invaluable help to you. Not only will it give you the necessary physical force to do the tasks set before you, but it will also render you more resistant to the disintegrating effect on your nerves of your disharmonious environment. By building up and preserving a harmonious condition within you, it will counteract the disruptive influence of the noise, the heat, the odors and above all the monotony which are generally the lot of factory workers. It will guard you against accident by warding off fatigue and keeping you alert and sensitive to your surroundings.

Or are you traveling, either for pleasure or on business? You know very well that there are many unpleasant things to contend with during travel. Use Life Energy



continually and no matter how tiresome the trip may appear to others you will always feel rested and full of "pep," ready either to work or to enjoy traveling.

Use the Force when taking a room from the clerk at the desk. You will get a better room at a more reasonable price. The Universal Power, when used by you intelligently, will always prompt people to do the right thing, because it is Law itself. Whenever Universal Law is used in dealing with individuals they cannot help responding to its call, with the result that you will find yourself able to overcome difficulties which otherwise seem insurmountable.

Are you a musician, or engaged in painting, singing, acting or any of the arts? Are you looking for inspiration to write, or are you interested in invention or research work in the laboratory? Universal Life Energy will help you there as nothing else can. It will put soul into your music. It will introduce a new depth and richness of ideas, colors and execution into your painting, and will make your voice more expressive and beautiful when singing. It will identify you completely with the role you are playing on the stage or on the silver screen. You will be able to express greater sincerity and deeper emotion. It will impart a more original character to your writing, a more



colorful and living language, a striking imagery and a stronger rhythm. It will bring the treasures hidden in the deepest recesses of your mind into tangible expression, whether on the written page or in the form of new inventions and discoveries.

Humanity more and more recognizes the value and is willing to pay the price for that which it considers pleasant, instructive and useful for its well being. Therefore the better you can give yourself to Humanity the more Humanity will reward you for that, and it is only through the continual use of Universal Life Energy that you can discover the best there is in you for the use and enjoyment of Mankind.



EXERCISES

The exercises for this week are again the Star Exercise, Relaxation, Silence, Mental Contact and Stimulation. You must first thoroughly assimilate them before new and more advanced Exercises will be given to you.

You should realize the importance of the Mental Contact with Universal Life Energy. Your daily life must be a continual exercise of it, in the little things as well as in the big. Remember that these teachings are above all practical; in other words they must be PRACTICED CONTINUALLY if you are to obtain the proper results.

The unimportance of a task or duty is of no significance. What counts in the building up of your character is not the size of the task itself, but HOW YOU PERFORM THAT TASK. The most trivial and ordinary of your daily occupations becomes just as great a factor in that work of self-reconstruction as the more responsible ones when put to the test of the principles contained in these lessons.



QUESTIONS

1. What common difficulty encountered in the performance of one's daily duties can be eliminated by the use of Universal Life Energy?

2. How are those duties most easily and efficiently performed?

3. Is it possible to work without getting tired?

4. What specifically will be the effects of the use of Universal Life Energy on the human body?

5. How may it be used on the farm?

6. In what way does the cause of diseases differ in animal and plant life?

7. What different ways are there of treating animal and plant life with Universal Life Energy?

8. What way is most efficient, and why?

9. Is the procedure always the same?

10. What effect does distance have on the sending of Universal Life Energy?



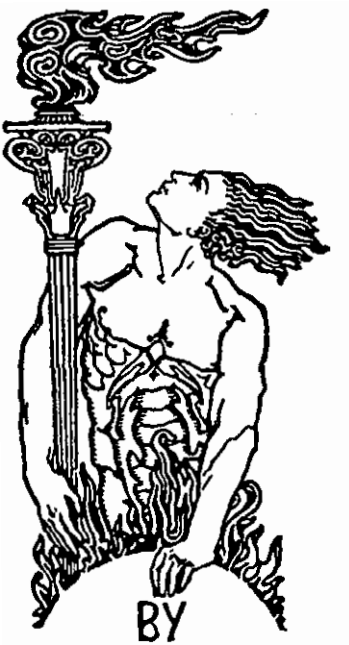
11. In what other very important respect can Universal Life Energy be of benefit to the farmer?

12. What advantages are derived from the use of Universal Life Energy in factory work?

LESSON SIX

"KNOW THYSELF AND THOU SHALT KNOW ALL"

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ANSWERS TO LESSON FIVE

1. A common difficulty which the use of Universal Life Energy will eliminate in the performance of daily duties is:
 A feeling of laziness and reluctance to enter into the work on hand, due to lack of vitality.
2. Those duties can be most easily and efficiently performed:
 By the constant use of Universal Life Energy.
3. It is possible to work without getting tired:
 By continually drawing fresh strength from Universal Life Energy as fast as your own is used up.
4. The specific effects of the use of Universal Life Energy on the human body are:
 To restore its exhausted energies, rebuild worn tissues, stimulate nerves and cells to expel undesirable elements and to promote strength and harmony.
5. Universal Life Energy can be used on the farm:
 In every direction; in the care of animals and plants, in the orchard, in handling men, etc.
6. The causes of diseases in animals and plants differ:
 In no way. All disease is but the expression of disharmonious vibrations.

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7. The different ways of treating animal and plant life with Universal Life Energy are:

 Individual Treatment and Group Treatment.

8. The most effective way is:

 Group treatment, because of the interaction between the individuals of the group.

9. The procedure in treating plant life and animal life differs:

 In that a treatment given to plant life is always started at the roots and continued upward, while a treatment of animal life begins either at the top of the body and is continued downward, or at the solar plexus and is distributed radially.

10. The effect of distance on sending Universal Life Energy is:

 None whatever.

11. Another very important respect in which Universal Life Energy can be of benefit to the farmer is:

 In the protection of trees and crops from destructive insect and animal life.

12. The advantages derived from the use of Universal Life Energy in the factory are:



It will counteract the disruptive influences of the noise, the heat, the odors and the monotony of mechanical work and will render the individual less liable to accident.

Dear Friend:

The uses of Universal Life Energy in business are so unlimited, even by the scope of the business itself, that only through a clear understanding of its operation in the fundamentals can you gain a sure comprehension of its workings in the more complex aspects.

The aim of this Lesson is to give you that understanding, to show you in detail how Universal Life Energy operates in the basic principles of all business—buying and selling—in order that you may be able to apply it intelligently in all directions with a distinct perception of the effects it will have and the results it will produce.

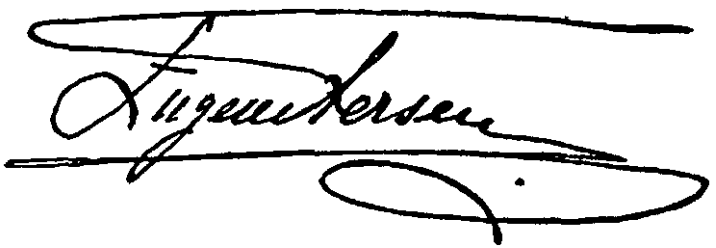
You will be shown new methods for increasing your own efficiency, stimulating sales and promoting general satisfaction. Whether you are an employer or an employee makes no difference; your chief task is, after all, so to adjust your contacts and relations with other people that such contacts will provide a wide, smooth passage for the exchanges you wish to effect. Such passages Universal Life



Energy will open up for you, both through your present customers and through the many new customers it will attract.

The methods given you in these lessons have nothing to do with suggestion or the exercise of will power. Like the rest of the teachings, they are based exclusively on Universal Life Energy and the Laws which govern It. As the Universal Power is supreme above all powers, obviously It is a far more effective instrument than those very limited human forces. Its proper use is bound to produce always most harmonious, definite and profitable results, in every direction and for all parties concerned.

Cordially yours,



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LESSON SIX

BUSINESS, like everything else, is now undergoing a radical change. Higher principles are brought forth as the basis of modern business. New methods are established in order to obtain results. Science throws its light more and more on that important phase of human life. Business people are no longer satisfied to conduct business on old-fashioned lines. Business men and women of today are seeking to save time and yet produce greater results by directing and using their energies properly and intelligently.

The ever increasing number of business colleges, commercial correspondence courses, lecturers and teachers of business psychology is a proof of the growing demand for scientific knowledge of business and salesmanship. Most of the above mentioned devices are raising the general level of business ability ,because they put at once into one's hand an instrument which must otherwise be acquired slowly by experience. Yet the use of that instrument, its adaptation to the peculiar conditions, depends solely on the individual himself, and for that reason it very frequently fails to accomplish all that was expected of it.

It has been found that in most cases business aspirants with a full equipment of the theory and rules of business



fall far short in the practical application of those theories to actual conditions themselves. In spite of their scientific training, in spite of the great effort and intelligence they put forth in their transactions, that energy and specialized knowledge seems entirely wasted and unproductive of the results which they have every right to expect. Why is this?

The reason for it is not to be found in the theories, which are sound enough if applied exactly as given to conditions essentially as described, but in the individual alone. There is where the one vital element, adaptability, resides, and not in the theories. Conditions are never the same for different individuals, because no two individuals are the same, and the reaction set up between a certain situation and one man or woman differs from the reaction between the same situation and another man or woman in proportion as their own natures differ.

Consequently theories, to be effective, must fit first the one who applies them before they can fit the conditions to which they are to be applied. That is why a business man trained in the school of practical experience is generally far superior, so far as obtaining results is concerned, to the graduate of a business college or a student of business psychology. He grows his own business skin, so to speak, and it fits well.



There is another very prominent reason for the failure of a large percentage of scientifically trained young business men. Business colleges and teachers of psychology usually develop the mental side only of the students, considerably increasing their mental baggage, but ignoring entirely the executive and creative part of their natures. That is, they do not give any information or practical training in how to increase first of all the energy and power of attracting business, without which the most scientific business methods will remain valueless.

As in every department of human life, success in business is in direct proportion to your energy and personal magnetism. These qualities are precisely what Universal Life Energy supplies, as they are its fundamental component factors. Therefore if properly used that Force becomes literally a priceless Power which will help you in every business transaction you undertake.

For instance, consider some of the difficulties encountered by a salesman, especially an amateur one, in approaching a prospect. The scientific methods for selling articles or putting across business deals as taught in business colleges or by teachers of business psychology, equips him with a general plan of procedure and the tools with which to work.



But like any plan or any tool, they are dead, and they live only as he supplies them with life. His must be the energy that drives the instrument at his disposal through the massed obstruction of indifference and even antagonism that he encounters in the outer office as well as in the inner sanctum. His must be the guiding hand that shapes his end from the material he has to work on, and his must be the intelligence that instantly perceives and appropriates to his own use the little personal variations that can emerge only from the direct contact and interaction of his own personality with that of the prospective buyer. If, as is generally the case, he cannot help feeling the superiority of the buyer as the individual with the purchasing power, and particularly if this feeling has been accentuated by the difficulties in obtaining access to him, the disproportion between them is thus established and felt from the very beginning.

Another point that works against the salesman is his own position. He wants to get something from the buyer —in this instance his money—and though he is ready to give in exchange the article he sells, yet that attempt to get first and to give next usually produces on the buyer (though most of the time unconsciously) the very opposite effect from the one the salesman is hoping to produce. In fact, he repells the buyer instead of attracting him, be-



cause the first instinctive impulse of anyone who is asked to give is not to do it, and the more that individual is pressed to part with his money, the firmer becomes his resolve not to yield.

That primary obstacle in the path of the salesman's argument sprouts a thorny host of others in the form of such statements as "The article doesn't interest me," "I haven't the money now," or "I have not the time," and "Come in later." The salesman has a double task to perform; he has to exert all his energy and mental resourcefulness in order to create an interest in the buyer, while at the same time persistently meeting and overcoming the many objections which the buyer conjures out of his skepticism as abundantly as a magician conjures rabbits out of a hat.

However, assuming that the salesman, after a hard fight, has succeeded in lodging a spark of interest in the rather damp tinder of the buyer's desire for his product, his hardest work is yet to come. He has to fan that dull spark into a hot flame of craving to possess.

This is the most difficult part of the whole deal. The salesman has to bring the interest of the buyer to that culminant point called the "psychological moment." At that moment he has the buyer convinced and ready to buy; but the psychological moment is but ONE MOMENT. It



requires quick judgment from the side of the salesman to see it and still quicker action to take advantage of it by closing the deal instantly. The greatest caution, tact, coolness and at the same time quickness of action, qualities which are not so easy to be found together in most human beings, are required to bring the matter to a successful conclusion. Any attempt to close a deal either too soon or too late will prove disastrous.

That is the reason why good sales agents are rare and so much in demand. Yet with the use of Universal Life Energy the whole matter is simplified to an extraordinary degree, with success as an ultimate result.

Before starting to work, the salesman who uses Universal Life Energy in his business transactions ought first to relax, enter into silence, make the mental contact with Universal Life Energy and then think strongly about the article he is going to sell or the deal he intends to put over. You must realize within yourself that there is a law which is continually operating, called the Law of Supply and Demand. You have a supply to offer; therefore, according to that Law, there must be a demand for it.

Universal Life Energy, flowing through you at that time, because of its power of harmonization, will adjust your supply to the demand for it which is already in existence somewhere. Moreover, it will turn your thoughts



in the direction where that demand is waiting for you. A special concern or a certain individual to whom you would like to sell your goods will assert itself in your mind, because of the guiding and attractive qualities of Universal Life Energy. Whenever you let that Force work for you it will always guide you in the right direction.

If you have some samples to present or articles to show, take the trouble first to saturate them with Universal Life Energy by directing that Power at them for a few minutes through your hands. To do this, contact the Force mentally, then hold your hands about six inches from the object you wish to sell, with the finger tips pointed toward it. Thus the Force will flow through you from Its Infinite Source into the object, exactly as electricity flows into and fills a metallic object. That Force, concentrated in the object, renders it appealing and attractive both to the sight and to the sense of touch.

The next step is to bring the article to the prospective buyer and sell it. To do this it is necessary to overcome that initial handicap of your position. There again Universal Life Energy is an invaluable aid. Since your very purpose, after all, places you unavoidably in the light of wanting to take something from your prospect, the only convincing way to correct that disadvantage, to "start off on the right foot," so to speak, is first to give him some-



thing. This you are able to do, unostentatiously and so that the buyer himself is not consciously aware of it, yet in such a fashion that he feels somehow favorably disposed toward you from the very beginning.

Before entering the office of the buyer, make the contact with Universal Life Energy. It will immediately establish a subtle connection between you and him, and will help open the way to him through those barriers of red tape usually erected against outside intrusion. Finally, at the moment when you are ushered into his presence, make the mental contact with the Universal Power. Then in a few words and as calmly as possible state the object of your visit and show the article. Place it before him in such a way that he may not only see it, but also touch it. If the article is good, as represented, and the need for it exists there, you will effect a sale. The operation is as follows:

The prospective buyer, being usually a hard working and busy man, is very apt to be overworked, depleted of vitality, impatient and on the defensive. The contact you make with Universal Life Energy on entering his office transforms you at that moment into a living radio which sends out soothing, harmonizing and at the same time, invigorating vibrations to the prospective buyer. Instead of wanting to get something, as in the ordinary business methods, you start by giving, thus putting again into oper-



ation the Law of Supply and Demand. You pour into the buyer the very thing he needs most and which is beyond any price, and that is Life, Vitality, Harmony. You replenish in him his exhausted reservoir of energy, and in an instant the whole attitude of the man has changed toward you.

Having received those intangible yet priceless gifts of Life Itself, he unconsciously feels the value of your contribution and, as the Law of Supply and Demand is continually operating, he feels indebted to you for what you have given him already. There is within him the inner urge to do in his turn something for you, and this desire to make good will be in exact proportion to the amount of Life Energy you radiate to him. The better contact you make, the more energy you vibrate, the greater success you will obtain in your sales. The articles or samples, if such are used, will play their part also through the attractive power of the Universal Life Energy concentrated in them. Then all you need to do is to let the causes you started materialize into effects—that is, the conclusion of a deal—and you can rest assured that within reason such will be the result.

Two important points must be remembered and carefully observed whenever Universal Life Energy is used in business or in salesmanship.



First, the business or the transaction must be absolutely honest and the merits of the article sold must correspond to the description of them in the sales talk, as Universal Life Energy cannot be employed in a crooked, dishonest or unfair deal. A Universal Force, which is also the Law of the Universe, or Truth Itself, cannot be perverted, and will only "back-fire" most disastrously on whoever is rash enough to pit himself against it. It will always work, but only in one direction, the right one, as anyone who endeavors to apply it in a wrong cause will learn by bitter experience. The individual who wants to obtain real success through the use of Universal Life Energy must accommodate himself to Its Law, as there is no human power that can bend that Law to its wishes. Truth, Honesty and Sincerity are the only channels through which It operates favorably, and unless one can provide that channel in himself he will only work himself harm in trying to use that Force.

The second important point is that no will power or suggestion should be used in transactions conducted with the assistance of Universal Life Energy. Whenever that Life Energy is used in transactions you must let the Law inherent in It operate on the buyer. As Its operation is ALWAYS CONSTRUCTIVE for BOTH PARTIES the result desired by you will be thus obtained. Personal will



power and especially suggestion are very inadequate and limited means to the desired end, especially if, as in many cases, you have to deal with an individual of a stronger character and personality than yourself. In such instances those human resources can very often do more harm than good.

Finally, there is another advantage gained in using Universal Life Energy in business and salesmanship. That Force tends always to establish equilibrium—that is, to fill up the discrepancies in human relations. In other words, it brings everything to the mean level, equalizes them.

Therefore whenever you use that Force in meeting even the biggest and most important people you will never feel small or over-awed by their superior prestige. On the contrary, you will feel yourself naturally their equal, and they will feel the same way toward you. Life Energy, establishing Itself in perfect equilibrium in you and the other individual, levels all differences of person and station and starts negotiations off on an even basis of mutual respect, if not of perfect accord.

Remember, the power of the individual is not dependent on nor to be estimated by the number of dollars he controls or possesses, but by the amount of energy he is able to express. Money, like all material possessions, can be lost because money is only an effect. But whoever is



able to contact and use Universal Life Energy controls the Fundamental Cause which is the Source of that effect, and can therefore always recoup losses and even win greater profits than ever before.

It should always be borne in mind that Universal Life Energy is an impersonal Force that works serenely in accordance with Its own Laws and not with your desires. It is Life in its purest form; therefore Its effect is always to stimulate, to emphasize the qualities of everything with which It comes in contact. If those qualities are good ones, so much the better. If they are bad, they are emphasized just the same. That is what is meant when it is said that Universal Life Energy works favorably only through positive channels. If a salesman directs It into a genuinely worthy article which he wishes to sell, It emphasizes the good qualities of that article and renders it more attractive. If, on the other hand, he directs It into a spurious article, the bad qualities of that article are sufficiently accentuated to make it repellant to the buyer at once.

Similarly, in using Universal Life Energy in your sales talk, the true intent back of your words will always be brought out in your voice. If the intent is sincere, it will lend conviction to your argument. If the intent is not sincere, that insincerity will make your talk "ring false" no matter how astutely planned it may be.



In order to attract customers and increase general business, especially in stores where the customers come into continual contact with the employees, the employee, whenever questioned about an article by a prospective buyer, must immediately make the mental contact with Universal Life Energy and allow It to act through him during the ensuing negotiations. The result will be as follows:

If a customer really wants to buy something and is not asking merely for curiosity's sake, immediately that right desire will be emphasized by the Universal Life Energy radiating from the employee. Not only will the customer know exactly what he wants, but the Force, working also in the same harmonizing manner through the salesman, will unfailingly guide him to show the customer that very thing. Thus a great deal of time and energy ordinarily wasted will be saved by both the customer and the salesman, to their mutual benefit and satisfaction.

Naturally this will increase the volume of the general business of the store and consequently the profits of the company as well as of the employee himself, for usually in large stores employees get a certain percentage on the articles they sell. Therefore it is to their direct interest to turn over this stock as quickly as they can.

If a customer, on the other hand, comes actuated only by curiosity and without any serious intention to buy,



Universal Life Energy in that instance will emphasize those motives to such good effect that either such persons will feel their interest quickly evaporate and will be repelled or they will find their curiosity aggravated into a desire to possess, and will buy. In any event, a great saving of time and effort will again have been secured.

Another very important direction in which Universal Life Energy can be of invaluable assistance is in adjusting relations between employees and their superiors. How often the attitude of those in authority renders life almost intolerable to those under them, the more so as there seems to be no way to correct such condition! Yet there is a way, for what is impossible to the human being alone becomes entirely possible when you summon to your aid the Power of the Infinite Itself.

Whenever an unjust order is given, a harsh or unkind word spoken to you, do not flare up in rebellion and feel "sore." Do not even take the trouble to answer. Just quickly make the contact with Universal Life Energy and allow Its harmonizing currents to flow through you, while you meantime think strongly about the offender. Soon you will notice a gradual change in his attitude toward you. Universal Life Energy will begin to have Its effect, and without knowing it he will be prompted to be fair to you, to treat you rightly. Thus you will have won a great



victory, transforming an enemy into a friend and well wisher, and sometimes a very valuable one.

Do not be discouraged if you are not obtaining complete results from the beginning. Every time you use the Force you are progressing toward complete victory. As in everything else, perseverence is absolutely necessary in order to win.

It is obvious that a store whose employees are continually using Universal Life Energy is bound to be a very successful concern, as the greater success of the employees will naturally and proportionately express itself in the success of the whole enterprise. This success also is not confined solely to the financial aspect of the business, although it is the finances that the improvements in other respects will be finally and most satisfactorily reflected. But improvements are first of all the product of subtler adjustments which involve one other factor besides employees.

To secure the best results, the employer must meet his employee half way. If he will use Universal Life Energy in stabilizing his relations with them, he will quickly reach the most profitable solution of the problem that is vexing the business world of today—the differences between Capital and Labor. Those differences, accordingly as they are great or less, cause the friction which has occasioned so much mutual wastage and loss in the past, and which



threatens to cause more in the future. The inherent quality of Universal Life Energy being to establish equilibrium, It will always bring each side more promptly to an appreciation of the other's difficulties, and will induce a speedy, amicable adjustment fair and satisfactory to both.

In the final analysis, it is through the harmonizing power of Universal Life Energy alone that equilibrium can be established between the two warring factions, Capital and Labor. So it is much better to avail yourself of it intelligently, at once, rather than wait for it to force its way through your unreasoning opposition—to your own cost.

In giving instructions to employees, either directly or indirectly, the employer should take the trouble to make the contact first with Universal Life Energy. It will then lend to his words the weight and conviction necessary to secure their immediate and unquestioning acceptance. Such instructions, even if they are of a difficult nature, will be executed with pleasure and a spontaneous desire to do well. Yet if those instructions spring from an unscrupulous or unfair purpose the reaction to them will be the invariable reaction to any attempt to misuse Universal Life Energy. That Force is impartial in Its workings; if misdirected It reacts just as disastrously on the source of that misdirection, regardless of any human prestige the offender may enjoy.



The wonderful result of the continual and widespread use of Universal Life Energy in business is that eventually it will eliminate all dishonesty, not by appealing to the conscience of people, which experience has proven to be very unreliable when there is a smell of profit in the air, but by reaching them through the one guiding star they follow as instinctively as the swallow follows the bite—Self Interest. When all parties, employers and employees, Capital and Labor, buyers and sellers, see that their greatest advantage lies in the fair and honest way, they will not have to be urged to follow that way. They cannot be stopped from following it.



EXERCISES

The Exercises for this week will be the same as for last week—Star Exercise, Relaxation, Silence, Mental Contact and Stimulation.

Next week you will receive a new Exercise based upon and developing naturally from those already given to you. It must be remembered that in these first lessons you are building the foundation of your future progress—that in proportion as you erect a solid and substantial base now you will be able to demonstrate quickly and amply the Knowledge you will obtain later on. For that reason it is vitally important that you should make slow progress in this respect in order to be thorough.

Study and practice these Exercises more diligently than ever in preparation for those to come, and bear in mind that every surrender to a tendency to slur over and neglect them enters into your foundation as a flaw that it will take much work and trouble to eliminate in the future. All that unnecessary trouble can be avoided by the exercise of a little care and patience now.



QUESTIONS

2. What essential element in business training do commercial schools and teachers of business psychology fail to provide?
2. What qualities neglected in the teaching of the theories of business are necessary to achieve success?
 1.
 2.
3. How can they be developed?
4. Why is the application of theories to actual conditions so often a failure?
5. What are the main difficulties encountered by salesmen in approaching a prospect?
 1.
 2.
 3.
 4.
 5.
6. How can those difficulties best be overcome?
 1.
 2.
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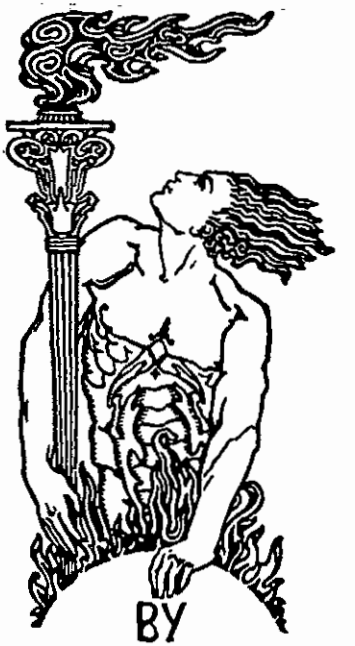


7. How can a salesman render his articles more attractive?
8. What two important points are to be observed in business and salesmanship?
 1.
 2.
9. Explain how the attempted misuse of Universal Life Energy reacts against the offender.
10. What main advantage is derived from the use of Universal Life Energy in business and salesmanship?
11. What results will an employer achieve by using Universal Life Energy in his relation with employees?
12. How does Universal Life Energy operate to attract customers, decrease wastage and facilitate business?

LESSON SEVEN

"KNOW THYSELF AND THOU SHALT KNOW ALL"

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ANSWERS TO LESSON SIX

1. The essential element in business training omitted by commercial schools and teachers of business psychology is:

 Personal Magnetism.

2. The qualities neglected in the teaching of the theories of business and which are necessary to success are:

 1. Creative ability.
 2. Executive ability.

3. They can be developed:
 By using Universal Life Energy continually.

4. The application of theories to actual conditions is so often a failure:

 Because theories lack adaptability, which resides only in the individual, and are unable to conform to conditions which vary always in proportion as the natures of the individuals vary. Theories must first fit the individual before he can fit them to his own peculiar conditions.

5. The main difficulties generally encountered by salesmen in approaching a prospect are:

 1. Office red tape.

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2. Disadvantage of salesman's position as one who wants first to take from his prospect before giving him anything.
3. Prestige of buyer as one with purchasing power.
4. Abundance of objections always at buyers' command.
5. Double task of salesman to meet objections and at the same time create interest in and desire for his article.

6. These difficulties can be best overcome:

 By using Universal Life Energy, which will

 1. Help open the way to a favorable interview by subtly connecting salesman and prospect.
 2. Radiate Life Energy to the prospect and by thus giving him something first will make the Law of Supply and Demand work in favor of the salesman.
 3. Establish equilibrium and place salesman and buyer on an equal basis.
 4. Make salesman alert to opportunities for meeting objections and turning them to his advantage.
 5. Emphasize qualities of article as well as of salesman's talk in order to create interest.



7. A salesman can render his articles more attractive:
 By saturating them with Universal Life Energy and thus emphasizing their attractive qualities.
8. Two important points to be observed in business and salesmanship are:
 1. That Universal Life Energy cannot be employed in a dishonest or unfair way.
 2. That will power and suggestion are to be wholly omitted if Universal Life Energy is to be used effectively.
9. The attempted misuse of Universal Life Energy reacts against the offender:
 By emphasizing the bad qualities of the deal or the article and thus repelling prospective buyers.
10. The main advantage derived from the use of Universal Life Energy in business and salesmanship is:
 It levels all differences of person or station and establishes negotiations on an even, harmonious basis.
11. The results an employer will achieve by using Universal Life Energy in his relations with his employees are:
 Thorough cooperation, efficient and willing service, mutual satisfaction and increased profits.
12. Universal Life Energy operates to attract customers, decrease wastage and facilitate business:



By increasing the attractiveness of goods and promoting quick understanding between customer and clerk, and by eliminating those who come solely out of curiosity, either stimulating that curiosity into a desire to buy or killing it entirely.



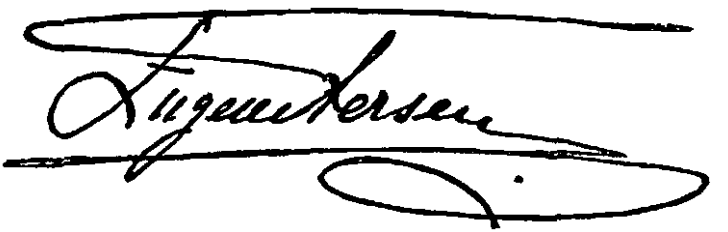
Dear Friend:

Nowadays practically everybody recognizes the value of education. Parents are willing to make all kinds of sacrifices in order to equip their children for successful careers. Countless young men and women who lack means eagerly trade their services for the training they have not the money to buy. Even those who have already made their way in the world do not hesitate to go back to the colleges to supply a lack whose importance they have been taught by experience.

"More Knowledge" is the cry of the times, and everywhere the widening of mental horizons, brought about by the modern facilities for quick interchange of thought and ideas, has revealed to people the limitless possibilities and value of Knowledge as a Fundamental for Success.

This lesson concerns the application of Universal Life Energy in school and in college, in studies and in sports, by both teachers and students. Not only is it the magic wand which can open wide to the student the gate of Knowledge, but what is far more important, It supplies the power and the understanding that enables one to walk through those gates to the Success which is the aim of all.

Cordially yours,



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LESSON SEVEN

THE complaint of educators today is that students pay more attention to having a good time than they do to studies. Sports and social activities exercise a greater attraction for them than books and lectures. The purpose of Centers of Learning, instead of being one-pointed, has split into two parts, and because of that division has lost much of its constructive power. The social interest not only is not subordinate to the educational interest, but counterbalances and frequently even outweighs it. Yet the blame for this unfortunate state of affairs cannot be put on the students who, on entering, are generally actuated by a commendable desire to learn. The fault lies rather with conditions which allow that desire to die from lack of nourishment.

Youth, as a rule, is very eager to know. Curiosity is a dominant trait of the young—a pathfinder which goes on ahead and pulls the individual after on a strong leading-chain of interest. If the curiosity is drawn forward on the proper road, if the desire for knowledge is stimulated sufficiently to keep the interest taut, the function of educational institutions will be restored in full force. But the trouble now is that sports and amusements provide a bait that studies do not, and the student naturally follows the



pull of his own errant inclinations rather than the dusty path of duty. Thus the disproportion is established.

Anything, to be sought, must first be wanted. Make learning attractive and the whole world will be eager to learn. The Light of Knowledge must be a warm light if it is to kindle a responsive flame in others. Most teachers in schools and colleges, especially elderly ones and men in particular, although they very often have unusual knowledge and are intellectually well developed, are dry, cold and uninteresting. Even if they sometimes command admiration, they cannot arouse enthusiasm. There is no sympathetic bond between them and those whom they are trying to teach.

Mind in itself does not possess the power of attraction. The most brilliant intellect, alone, can dazzle, but it will not warm you or draw you to it. Magnetism is a quality distinct and apart from it, something brought in from without and not inborn. The mind which is non-magnetic is like an engine out of gear—no matter how quickly it turns over it does not accomplish anything. Only when the gears are meshed, when the magnetic connection between that mind and other minds is established, can its working produce results in the form of even and harmonious progress.



This connection can be established only through Universal Life Energy, because Magnetism, the Power of Attraction, is a quality solely of Life Itself. That Power injected into your thoughts will make them living, vital, impressive, so that they will command a living, vital interest on the part of your listeners. The students, instead of remaining aloof and remote spectators, will be drawn into the scheme of your argument until they become an integral part of it, actors instead of onlookers. Their thoughts will engage with yours as intimately as the cogs on a gear shaft. They will oppose only an alert, warm, flexible resistance, the intelligent resistance of active minds quick to follow your logic and ready to test its flaws, as contrasted to the deadweight of inertia that cares for neither.

The connection thus made is of a generative nature, increasing the flow of the Force and stimulating both your mind and their interest. The reaction of other minds provides the foil that exercises your own and renders it more and more receptive to the current of Universal Life Energy. That Power opens your eyes to new vistas in your work, bringing to light ever new, fresh and interesting angles. It uncovers a wealth of new ideas and enables you to present them in a striking fashion, with the confidence that comes of a sense of accomplishment. It will give a richer intonation to your voice, will make well chosen lan-



guage ready to your tongue, and above all it will impregnate every word you utter with the warmth and attraction that alone can produce the desired effect.

Not only will that Universal Force be of invaluable assistance from the side of the teacher, but it will produce equally beneficial results when used by the students. Children especially are able to contact and use Universal Life Energy to an extraordinary degree, because their bodies and minds are so much more pliant and unspoiled than those of mature people. No set habits of thoughts have as yet chrystallized their mental processes into a definite pattern. Their physical apparatus is fresh, sensitive, not yet hardened to a mould of custom or rusty from disuse. They are at the receptive stage, both mentally and physically, and do not have to pierce that shell of limitations which older people find it necessary to break through in order to tap the Universal Supply of Life Force.

Therefore, teach your pupils the Star Exercise and the Mental Contact, and you will obtain remarkable results. It would be advisable, before starting each lesson, for you yourself to make the Mental Contact with Universal Life Energy in order to be personally supplied with that Power. This will render your teachings attractive to your students. Then, as cooperation is necessary to produce the best results, have those whom you teach take the Star Exercise,



collectively, as a class. Thus you improve both ends—the sending end, yourself, and the receiving end, your pupils. You will be able to deliver a better lecture to a more receptive class.

Whenever, during the lessons, you see the interest wane and a spirit of restlessness begin to invade the class, stop where you are long enough to have the pupils take the Star Exercise again and restore the contact.

If you have to deal with backward children, who are sluggish mentally and physically, you can help them greatly without them being aware of it. Magnetize the books they are reading and the paper they are to write upon. Thus you will render these articles attractive, so that for the first time the interest of the pupil who handles them is aroused. Once that interest is aroused, you can, by continuing the process, stimulate and develop it to the point where the children will react spontaneously and normally to subjects properly presented to them.

An example of the operation of Universal Life Energy in this respect is presented in an instance of Its use by the wife of a professor in a certain Western college recently. Her son, a boy of about thirteen years of age, hated to play the piano. His aversion to music lessons and practicing was a continual source of distress to her, as nothing she could



do seemed to diminish in any way the boy's violent prejudice against that part of his education.

Finally, after having taken a course of instruction in Science of Being, she decided to put her knowledge to the test of use. Privately she magnetized thoroughly the keys of the piano, and then asked her son to play for her for five minutes only, saying that if he would do that to please her she would not require any further practice that day.

The boy, somewhat dazed by this extraordinary stroke of fortune, hastened in to buy his freedom before his mother should change her mind. Well over an hour later he was still at the piano, and eventually, after several requests had failed to tear him away from this novel interest in a hitherto hateful task, his mother was compelled actually to order him out of doors. Since that time the difficulty has been to keep him away from the piano long enough for a healthful amount of recreation rather than to drive him to it.

Mental deficiency is generally the result of the improper functioning of certain brain centers. The cells comprising these centers are not developed as they should be, and in consequence their activities are weak, sluggish and ill-attuned. However, the centers are still there, and all they need is the proper stimulus and nourishment in order to develop to their full capacity.



This stimulus is what Universal Life Energy supplies. The obstruction that has impeded the growth of the cells, shutting them off from a fair supply of energy and inducing the lassitude that is reflected in mental backwardness, is broken down and washed away. Probably it was a mental obstruction, a prejudice rooted in some obscure and trivial incident later forgotten, or perhaps a genuine physical defect. In either event the clogged channel is opened, the current swelled to full force and the enervated tissues restored to a normal and healthy vigor.

In handling perverse, "temperamental" children, remember that exhibitions of bad temper are simply indications of an upset equilibrium. There is an inner condition of disharmony, a distorted development of the child's nature in certain directions without an equal and counterbalancing growth in others. To meet such a condition with harsh discipline, an exercise of force based solely on authority, while it may prevail for the time being, will only aggravate the trouble within. "Like attracts like" in such a case, but in the wrong way, the negative in the child drawing out a negative response from the teacher and thus disturbing its already poor balance still more. The teacher must be the one to take the initiative and dominate the situation by promptly making the mental contact with Universal Life Energy and then gently but firmly con-



trolling the evil traits of the offender through the exercise of exactly opposite qualities. As the positive always prevails over the negative, the display of positive qualities by you will call forth like qualities in the child, to the effect that the unruly one gradually acquires a poise that had always before been eminently lacking.

Naturally that is not a sudden process, and although the effects of such treatment are in most cases discernible at once, the full development is a matter of growth and not of abrupt change. Therefore do not be discouraged if one trial seems to accomplish little. Bear in mind that you are simply stimulating and strengthening the regular processes of Nature. Just persevere and give Nature time to do her work in her accustomed way and the desired results will arrive through a normal, healthy development.

Children at the kindergarten stage, who are not yet able to grasp the method of the Mental Contact, are very greatly benefitted by the Star Exercise. Through that Exercise they are able to contact Universal Life Energy much more effectively than most grown people who have not trained themselves by long practice, and the advantages they derive from it, both physically and mentally, are in proportion.

If, besides teaching them the Star Exercise, teachers will also treat children individually, especially those that



seem sub-normal, by holding them or seating them comfortably and, after having made the Mental Contact, placing the hands on the head and pouring the Force into the brain cells, they will promote an extraordinary improvement. In a number of schools and institutions for deficient children in the United States where this method has been followed the results obtained were really astonishing, a large proportion climbing up to normal in a comparatively short time.

By continually using Universal Life Energy in your teachings you will more and more break away from the dead letter and be able to bring out the living spirit. Thus you will become what every teacher should be—a friend, a guide, a Lightbearer to those to whom you are to bring the Light of Knowledge. Then you will make the name and the vocation of teacher the greatest there is on earth, and will command the respect, material success and love of your students which is your due.

If you are one of those who are taught instead of teaching, and you find studies difficult and uninteresting when the sun shines outside and all Nature calls you to more agreeable exercises, quickly make the contact with Universal Life Energy, let the Force flow through you, and see how resplendently the warm sun of interest breaks through the dull fog of studious duties. All your diffused attention



is sucked into the flow of that harmonious current, drawn to the matter in hand and concentrated there. The driest lecture will become easy and pleasant, because you will pick the meaty kernal of valuable information from the withered shell of its presentation. You will be able to track down unerringly the solutions of difficult problems. Logic will emerge from confusion, light from mental darkness, interest from indifference, not because of any mysterious magic instinct in the Force Itself, but because that Force, through the Laws under which It operates, can bridge the gulf separating you from your own hidden resources and can make them instantly available for your use.

When you are called upon to answer a question and you cannot remember what the correct answer is, quickly make the contact with Universal Life Energy. That Power will immediately connect your Conscious Self with your now Subconsiousness, where all impressions received by you, including all you have learned, are stored. Then, with the help of that great Power, you will be able consciously to draw from your inner hall of records the desired information contained therein. It will come to you simply and easily, without any effort whatsoever. Once the contact with Universal Life Energy is made, all you need to do is ask yourself the question you want to have answered, or thing you want to remember, and the answer will come



to you automatically from your Subconscious over the bridge established between It and your Conscious Self by the Universal Life Energy flowing through you.

The reason an answer comes to you from your Inner Self is because of the continual operation of the Law of Supply and Demand. By creating a mental demand you are disturbing the inner equilibrium established by Universal Life Energy. Therefore you immediately get the supply also, which is within you and is brought out by Universal Life Energy to restore the balance.

Whenever you read a book or have to write an essay or learn anything by heart, first contact mentally Universal Life Energy. You will be surprised at the extent to which the Power will assist you in all mental work you do, not only by stimulating your mental faculties, but what is even more important than that, by rendering all mental work attractive and pleasant.

The use of Universal Life Energy, however, should not be restricted to class rooms and study hours. In the gymnasium or on the football field, in rowing or in any other kind of athletics Life Energy will again be the Great Helper. Whenever you do any exercise in the gymnasium, or take part in sports and games in the open, always start by first contacting mentally Universal Life Energy. The results obtained on the Physical Plane in increased strength,



endurance and precision will be beyond anything you can ever dream. There your Human Radio, your inherent power to contact Universal Life Energy for the immediate needs of your body, will be of the greatest value to you.

Remember those migratory birds which can fly thousands of miles without sleeping, resting, eating or drinking, because their bodily radio supplies them all the time with the energy they need for their flight. So will your body continually absorb Universal Life Energy once you have established the Mental Contact with It, drawing from It all the necessary force to be used by you in any direction required at that moment. Through the continual use of Universal Life Energy you will be a better all around athlete and you will be able to achieve much finer results in the particular sport or activity you specialize in and will be able to break your own records.

If you are a coach, there you have a wonderful opportunity to employ Universal Life Energy to the greatest advantage. In fashioning a team of any sort, for baseball, football, crew and all other sports, the vital element for which every coach strives first is harmonious cooperation. The individual athletes must fit snugly into the larger plan; their minds must jump with your mind, their aim must be your aim. When a single purpose dominates all, when the physical activities of each unit of that human machine



blend into a powerful and one-pointed scheme of action, then every ounce of energy is made to produce its result without waste or loss.

By using Universal Life Energy continually himself, a coach first forms the mold of a successful team by working up a right plan of campaign for the coming season. Through that Power he is able to sense more accurately the conditions which his athletes will have to encounter, and which will determine to a great degree whether his policy is right or wrong.

Then, once that plan is laid out, he has to fit his material into it—generally raw and stubborn material leavened by a greater or lesser amount of veteran stuff. That is, he has to coordinate the different units that are to make up his machine and bring them to the point where they work harmoniously one with the other and with him. In this task Universal Life Energy is of invaluable aid, because harmony---equilibrium—is Its fundamental quality.

Therefore explain in a few words to the candidates what Universal Life Energy is and the basic principles of It. Have them use It continually when training, and especially when competing. You will be astonished at the results, for you will find the usually stubborn difficulties melting away in a very short time as the Force begins to manifest Itself in their progress. They are readier to under-



stand, quicker to respond, more adept in making muscles, nerves and brains reject waste motions and act directly for the greatest effect. They will think and work with you and for each other, and will show you that "team-work" which is the ideal of every coach and the source of victories.

Also, you can help on the purely Physical Plane by an intelligent use of Universal Life Energy quite as much as on the mental and physical combined. The final "kick" which so often determines which side shall forge to the lead is in that Universal Force. Those who know how to contact and use this Power have always a reserve of energy to draw upon, because no matter how fast they exhaust the supply in their own bodies more is pouring in all the time to replace it.

But if, through loss of self control or for some other reason your athletes do not contact Universal Life Energy and you see that, as they use up their own limited supply of force, they are becoming weak, you can send them a fresh fund of energy by making the Mental Contact with the Universal Power and then thinking strongly of them. The Force will flow to them where they are along the invisible mental line thus established. And as those who have that ultimate reserve to call on, that last "kick" to bring



into play, are the ones who win, you may in that way be the one who literally hands them the victory.

Finally, it should be remembered that while the immediate goal of any contest is victory, that victory cannot be bought at the expense of the body. It is the fruit of fine and healthy physiques built stanchly enough to stand the stress of winning. If in training and contests the body is continuously drained of life force, if the demands are greater than the supply, the result is destructive and not constructive. When the strain becomes too great something has to break, and the individual may suffer all the rest of his life from the injurious effects of such a trial.

But if Universal Life Energy is used all that danger is avoided, for whoever knows how to contact the Universal Force has continually at hand a reserve supply of power to draw upon. The buoyancy, the "come-back" of healthy tissues is always there, and in place of utter fatigue and weariness the individual will experience only the not unpleasant tiredness that requires nothing but the normal rest it has earned to banish it altogether.

EXERCISES

The new Exercise which you are to add this week to the number of those you have already learned is called INVIGORATION.



First relax and enter into Silence in the usual way, and then make the Mental Contact. While contacting Universal Life Energy during the Silence, think about Strength, physical and mental. Bring the concept of Strength into clear focus within you; let it blot through and merge with your system until its identity as a separate concept is absorbed in your own identity. Picture yourself vigorous, mentally alert, every fiber and nerve thrilling with abundant vitality.

Perform this Exercise conscientiously and persistently, for from five to ten minutes daily, and you will find that what you began as an abstract concept becomes permanently caught in the fabric of your being. Instead of ebbing away at the conclusion of the Exercise it will, because of the driving power of Universal Life Energy, manifest itself gradually and with increasing force in both body and mind.

QUESTIONS

1. What is the general complaint of educators today?
2. Is this complaint justified, and if so to what must the fault be attributed?
3. Why is it that most teachers are not producing the desired results with their students?

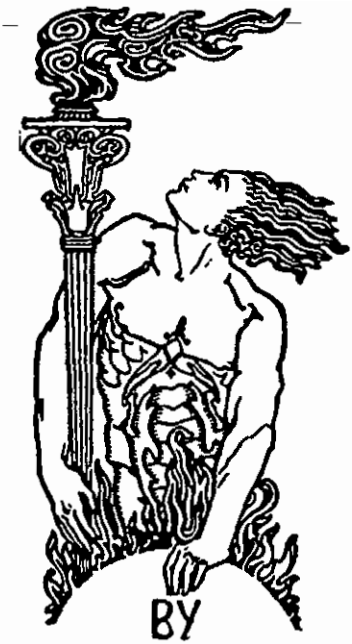


4. What is the reaction of other minds to a mind permeated with Universal Life Energy?
5. What is usually the cause of mental deficiency?
6. How can mentally sluggish and backward children be restored to normal?
 1.
 2.
7. To what are exhibitions of temper and perversity in children due?
8. How should they be handled?
9. What practical results will teachers obtain for themselves by using Universal Life Energy in their work?
 1.
 2.
 3.
10. What advantage will students derive from using Universal Life Energy in their studies?
11. In what way is the use of Universal Life Energy in sports and athletics particularly effective in securing the desired results?
12. What is the most important practical knowledge for a coach to possess?

LESSON EIGHT

"KNOW THYSELF AND THOU SHALT KNOW ALL"

SCIENCE OF BEING



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ANSWERS TO LESSON SEVEN

1. The general complaint today is:
 That students pay more attention to sports and social activities than they do to studies.
2. This complaint:
 Is justified, and the fault must be attributed to the fact that knowledge is generally presented in an uninteresting and unattractive way.
3. Most teachers are not producing the desired results with their students:
 Because they are dry, cold, uninteresting and non-magnetic.
4. The reaction of other minds to a mind permeated with Universal Life Energy is:
 Interest and concentration on the matter presented, becoming active participators instead of passive onlookers.
5. The cause of mental deficiency is:
 Poor development of certain brain centers.
6. Mentally sluggish and backward children can be restored to normal:
 1. By treating them individually with Universal Life Energy.

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2. By magnetizing books, papers and other articles they are to handle, so that these things radiate an attractive power and catch the interest of the children.

7. Exhibitions of temper and perversity in children are due to:
 A disturbed equilibrium brought about by disproportionate inner development.
8. They should be handled:
 By exercising precisely opposite positive qualities which will call out a positive response in the child.
9. The practical results that teachers will obtain for themselves by continually using Universal Life Energy are:
 1. They will break away from the dead letter of their teachings and bring out the living spirit.
 2. They will elevate the vocation of teaching to its rightful place in the esteem of the world.
 3. They will command respect, material success and the love of their students.
10. The advantage students will derive from using Universal Life Energy in their studies is:
 A lively interest in their work that enables them to get more out of it and retain and use what they get.



11. The use of Universal Life Energy in sports and athletics is particularly effective in securing the desired results:

 By coordinating and harmonizing activities, and giving to the athletes a permanent reserve fund of energy to call upon.

12. The most important practical knowledge for a coach to possess is:

 A knowledge of Universal Life Energy and how to use It.

Dear Friend:

Poverty is a disease which, like every other sickness, is the visible shadow of an unseen inner Cause. And just as you can scrub diligently at a shadow and never rub it out, so you can spend youth and energy in a vain effort to wipe Poverty out of your life unless you know how to make it vanish by removing the fundamental causes.

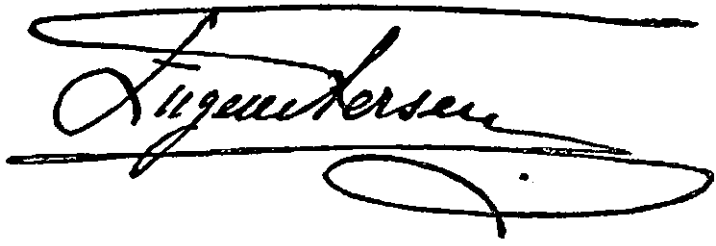
Those causes, mental and physical, Lesson Eight will reveal to you. It will show you that no matter how limited you may be financially before taking this Course, that is a condition which you can change completely by putting into practical application the instructions given herein.



You have the channels within you whereby to contact and bring to your service a Power of which even a small part will suffice to wash away that inner Cause if intelligently directed. By showing you the causes this Lesson will enable you to reach them effectively with the Force whose use you have already acquired through the previous lessons.

Then you will see the spectre of Poverty swallowed up in its original nothingness under the light of the Knowledge conveyed to you in these pages, and Abundance, the true and eternal condition of the whole Universe, emerging into natural expression in its place.

Cordially yours,



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LESSON EIGHT

MILLIONS of people are asking themselves every day the question, "Why is it that some are so rich and some so poor, some successful and others in spite of all their endeavors scarcely able to make ends meet?"

You have probably noticed that not always do those who work hardest and longest and are the most honest get the best rewards, while many who seem never to exert themselves to any degree and are not too particular of the methods they use win with effortless ease the fortune for which less favored ones strive in vain.

At first glance that seems unfair, yet it is not so. There is always a reason for everything that happens. If there is an effect there must be a cause, and that cause usually corresponds directly to the effect. What appears to be haphazard, irrational, is in reality the outcome of the most logical natural processes; but it is only when we perceive and understand those processes that events resolve themselves into the proper perspective and assume the right proportions one to the other.

The immediate causes of Poverty are two-fold—physical and mental. The physical cause is the brain itself, the material instrument through which the qualities of your Individuality must pass to find expression. The mental



cause is in that part of your three-fold being called Mind. There is a direct and intimate relation between the two, the physical cause being the projection into substance of the mental one.

Let us consider first the physical cause. There are within that human brain of yours all kinds of centers which not only control the various functions of the body, but which also act as channels through which your different human qualities are expressed. Each center is identified with a particular quality, physical, mental or emotional, for which it is the transmitting medium. Some centers for instance, would control the expression of emotional qualities, like religious faith, love, joy, etc.; others physical qualities, such as natural aptitude in tasks requiring manual skill; and still others purely reasoning powers.

Phrenology long ago perceived the truth back of this, but though it was able, by a study of the bumps on the human skull, to estimate roughly the degree of the development of the respective brain centers underneath and consequently the degree to which the corresponding qualities are manifested in the life of the individual it never attempted to modify that development by discovering and controlling the cause.

The extent to which any center can express the quality it represents depends wholly on its ability to contact and



transmit Universal Life Energy. If the contact is blurred and uncertain that quality will trickle into only feeble expression. If the contact is sound it will be manifested to the full strength of the current poured into it.

In that respect the brain centers are comparable to so many differently colored bulbs each color standing for a separate quality. There is only one original undifferentiated current of Life Force flowing from the Solar Plexus into the various centers, by way of the nerve systems, just as there is only one original current of electricity flowing to an assortment of colored bulbs. The electrical current produces inside each bulb the same white light; but that light, in passing through the colored film of glass enclosing it, borrows the tint of the glass and appears on the outside as a light of the corresponding color.

So with Universal Life Energy; it becomes differentiated into powers possessing the qualities of the centers through which it flows. That is, one original power produces different effects because of the difference in the channels through which it passes, and those different effects are strong or weak in proportion as the current producing them was admitted in greater or lesser quantities.

The more any center opens itself to the influx of Universal Life Energy the more it is able to open itself. In doing that work of transforming the Life Current into a



power manifesting its own individual quality it is also stimulated and strengthened into a rapid growth by the very Force it handles. In other words, the more it works the stronger it becomes.

Every human being possesses within his brain all those various centers, but they do not all function equally well. With some of them the contact is dull and feeble, and the amount of Energy that filters in is no more than enough to keep them barely alive, to say nothing of furnishing them with strength to develop and a surplus to send on.

Such centers need stimulation from outside to awaken them from their lethargy and open them to the vital surge of the Universal Life Current. This stimulus you provide when you consciously make the contact with Universal Life Energy for them, opening them to that initial flow which enlarges itself automatically by enlarging the channel through which it passes.

The physical inability of some centers to contact that Power outside may be due to their own lack of development, to a paralysis of them by overstrain, or to exhaustion. In any event the effect is the same, since nothing can come out unless it first goes in. However, the first of these physical reasons is far more common than the others, and is less difficult to correct when once understood. Let us take, for instance, one center—that connected with busi-



ness and financial abilities. The individual who has this center properly developed has the power of turning everything he touches into money. A sure business instinct guides him through to the profitable end of every deal. Therefore financially he is, of course, very successful.

With most human beings, however, that center is in a very undeveloped condition. Like the colored bulb, it is there but dark, because it has not within itself sufficient power to turn the switch that connects it with the main current. Obviously, under such conditions, no matter how great a supply of Power there may be outside it is of no avail to the individual, since the channel for its expression is closed. Therefore if you want to be rich you must first open that channel within you and give to the dormant center inside your brain the power to function properly.

To do this it is necessary to go behind the physical lack of development of those nerve fibers in the brain and eliminate the mental cause back of it. That cause is Fear, and is generally the product of conditions which governed the youth of the individual.

Most children are born into families of limited means, and are accustomed from infancy to hear their parents discussing those material limitations. The most pressing concern of the parents is to "make ends meet," and the spring of action which drives them daily to their tasks is



the fear that they may not be able to do so. They are continually on the defensive, fighting to survive rather than to create. Dread of failure sets the key-note of their thoughts and tempers their conversation as well as their attitude toward life, and all this taken together naturally produces a certain negative impression on the child's mind. Because of the deadening influence of that negative mental condition the center which controls the financial aspect of the child's nature is unable to develop normally.

Grown up under those unfavorable circumstances, the individual lacks the proper confidence and ability to make money. The desire to make money is there, but it is overshadowed by an even greater fear of Poverty and material limitations. Most people are and remain poor because their intense fear chokes off the activities of the one center which alone can bring into their lives the thing they lack yet desire with all their hearts—Abundance. There are some who, sick at heart of leading a life of hardship and Poverty, are goaded into blind revolt and determine to break the fetters which bind them. Through many years of hard work, after countless trials and failures, they finally succeed in bursting through the wall of their limitations and emerge into the sunshine of Prosperity.

Great courage, energy, perseverance and above all an unflinching optimism are required in order to win that



fight; yet how few are able to express those qualities! The majority of human beings are doomed at birth to a handicap which they seldom overcome adequately. Fear is bred into them, unconsciously, perhaps, but the more subtly for all that, until they come to accept it as a natural condition instead of recognizing it for the poisonous drug it is, slowly but surely numbing one activity after the other and shutting them off just that much more each time from their rightful contacts with the world in which they live.

Mental science, realizing that this is a problem of Mind, seeks a solution by trying to change thoughts of Poverty into those of Abundance through purely mental methods, like affirmation or suggestion. Many people, those of the more advanced way of thinking, practice these methods diligently, yet they usually fail.

The reason for such failure is that Mind alone is not able to develop a brain center which is still in an embryonic condition. Mind is a cold light; its rays illumine but they do not warm or energize. In order to be effective it requires the cooperation of another and greater Power, Universal Life Energy. That Power can flush the inactive center clean of its constricting fear and open the channel for genuine thoughts of Abundance to flow through.

There is another reason why mental methods are most often a complete failure. The effect of affirmations as they



are generally used is exactly the reverse of what people expect it to be. That is because they do not even know how to use affirmations properly.

For instance, they say, "I AM—Wealth, Affluence, Abundance, etc." This is fundamentally wrong. You are NOT the thing you are wishing to realize in your life. At best you can only be ONE WITH it; but the thing, like any ideal, must always remain outside and above you, a magnet attracting you to itself.

Finally, even those who use the right kind of affirmations—those who say, "I am ONE WITH" Abundance, Wealth, Success—they usually are not able to realize that affirmation in their lives because the constant repetition of one statement, instead of stimulating the brain cells. tends to numb the very center which it is supposed to awaken. Therefore very often the more an individual affirms Wealth the less he is able to demonstrate it, as that constant hammering of an unscientific affirmation stuns the corresponding center and prevents it from developing properly.

Such attempts to gouge out the mental cause back of the physical disability are as inefficient as they are harmful. Fear is not a localized growth which can be amputated; it is a general condition which must be purged away. This Universal Life Energy is able to do, cleansing, stimulating and healing in accordance with Natural Laws instead of



mangling by an unwise imposition of the human will.

That wonderful Power, properly directed to the financial brain center through a mental realization of one's Unity with Universal Abundance, will stir it into action just as a seed in the ground, when it is touched by moisture and warmed by the sun's rays, is stirred to life. Then the more Life Energy is used the more that center will be able to use It, the quicker it will develop and the stronger its activities will be expressed in an ever increasing power to manifest Abundance.

The first indication that the financial center has been properly stimulated will be felt rather than seen. You will become conscious of a novel sense of Wealth, of Abundance, within you. Next you will discover that, whereas before you were scarcely able to make ends meet, now there is a little excess of earnings over expenses. Finally, that uncertain trickle of excess will swell gradually to a steady flow of Affluence expressed in various ways, such as increase of salary, better business, unexpected opportunities for making money, etc.

In this connection you must remember always that you are the instrument through which Universal Life Energy works. You cannot contact that Power and then sit idle and expect it to work for you. It gives you the physical energy and the mental alertness to perceive and take ad-



vantage of opportunities, the judgment to know the right course and the boldness to act decisively and promptly; but your own brain and body are the tools which It must use. Then when your financial center is developed, the energies which before were misdirected will operate through it to attract Wealth and Affluence. The second of the physical reasons why that center may be unable to function, paralysis of it from overstrain, is apt to make its appearance at this point. If the individual is impatient and, by exaggerated efforts to make money or meet demands, tries to exact from it more power than it can yield, he will produce that condition. It is much more difficult to restore a center thus affected than to develop one which is undeveloped.

In order to obtain the best and quickest results it is necessary to let Universal Life Energy work undisturbed in accordance with Its own Natural Laws. Any attempt to force that work through personal will-power instead of accelerating the growth of the center, will kill it. Hot-house growth is never lasting. Simply be patient, wait for the gradual and healthy development of your financial center, and do not despise the results at first obtained. On the contrary, accept them joyfully and gratefully, thus making yourself ready to receive more. An attitude of dissatisfaction or impatience, prompting you to demand



more of the center than it is then capable of producing, spoils everything that has been accomplished so far. It is like "choking" an engine by too sudden a demand on it, so that instead of supplying the added power it stops completely.

In these rare cases where the financial center is paralyzed the same treatment as for the stimulation of an undeveloped center, described in the Exercises for this Lesson, is to be used. However, it is a much more difficult matter and will take a longer time to restore that center to its normal function than would have been necessary to develop it only.

The third physical cause, a center which is exhausted or dried up, is of all three the worst because such a center is practically dead. There is no life in it. The cause of such a condition is usually the misuse of Money Power, as by misers or spendthrifts.

Yet through the application of Universal Life Energy those sapless tissues can eventually be nursed into activity and then brought up to normal. Although the results in this instance may not begin to manifest themselves for a very long time, nevertheless they can be achieved by perseverence and the continual use of Universal Life Energy.

The physical reasons for the inactivity of any center, and the mental causes of which they are the products, are



in general the same. Their operation and how to cure them has been described specifically in relation to one center, the financial one, as an example of how they work in other centers. The single piece partakes of the qualities of the whole and is much more easily analyzed. Yet there are finer and more subtle aspects which should be understood in order to get a clear perspective. If you want to be rich you must first genuinely feel that way before its actual materialization will take place in your life. To feel rich you must also know what Wealth is.

Wealth is not money so much as it is the use to which money is put. A miser is poor because neither he nor anyone else gets any benefit from his hoarded gold. A debtor owing a million may be rich because of the use to which he puts his borrowed money and because of the things he creates to fill needs and serve others.

Money is a Power which was here when you were born and will be here when you die—an impersonal Force which you can neither bring into the world nor take out of it. In proportion as you are able and fitted to be a custodian of that Power you will win riches. You are a channel open at both ends; the stream of Money Power will flow into you at one end in exact accordance with your capacity to give it out into expression as wealth at the other end.

There is a Natural Law called the Law of Compensa-



tion which says that one receives in proportion as he gives. If you want the Universal to be generous to you, first you must learn to be generous yourself. The more you are of service to others, the more the world will be of service to you with its various treasures of Infinite Supply.

Forced generosity is not true giving. In order to receive you must learn to give freely, spontaneously and joyfully, knowing that it will be immediately replaced within you. That is natural giving, and as Nature does not permit a vacuum there will always be a compensating supply.

But if you give reluctantly, with the fear that by so doing you are depriving yourself and making a sacrifice, you profit neither yourself nor others. Your gift will be poisoned by the sense of fear and limitation you put into it, and that same fear will paralyze and make void the little activity of your own financial brain center. Thus you close the channel in you and isolate yourself from the natural Supply, so you are that much worse off than you were before.

That is why so many kind hearted people who sincerely want to help others and try to do so succeed only in impoverishing themselves. It seems unfair, and prompts one to question if giving is worth while in the face of such disastrous results. Yet the reason such kind hearted people are so poorly rewarded is that, though animated by a kindly

motive they give ignorantly and with fear. Intelligent and joyful giving, with the knowledge that you give not of your own but of the Infinite Abundance which is flowing through you, will bring about entirely different results. The very physical channels within you, the center through which Universal Life Energy is manifested as Abundance, will be properly stimulated and will function accordingly. Then you will become richer all the time, as the developing capacity to use money brings you more money to use.

Giving is not limited to money or material things only. You can give of your intelligence, your energy, your inspiration, your time. They are all very valuable, usually more valuable than money or material things. Give them without grudging, without limiting yourself, unreservedly, whole-heartedly, joyfully. Feel within yourself that you are giving from the Superabundance you contact. Thereby you will open to that very Abundance the opportunity to materialize Itself in your life as Wealth and Prosperity. That is what is meant by vibrating to Abundance and Prosperity.



EXERCISES

This week, in addition to the Star Exercise morning and evening, you are to commence a new Exercise which will give a certain direction to the current of Life Energy contacted by you during the Relaxation and Silence. It is called the CONTACT WITH INFINITE SUPPLY OF ALL WEALTH, and its purpose is gradually to enable you to transmute more of the Universal Force into abundance by developing the physical organ in your brain for that transmutation. Perform it as follows:

During the Silence, after you have made the Mental Contact with Universal Life Energy and feel It flowing through you, think strongly of Abundance and the Infinite Supply of all you need. Realize to yourself the statement, "I am expressing Infinite Wealth; It is now flowing through me; I am one with it."

Thus you start the corresponding center within your brain vibrating in response to your thought vibrations. The Life Energy you contact will then flow by way of the spinal nerve system to that center, there to be transformed into vibrations of Prosperity and projected through you into material realization in your life.

Remember this point also, that you must naturally continue to strive for Abundance, for a great Supply.



Your mental work will guide you to the right source of that Supply, will discover to you opportunities for contacting it, but it is for you to take bold and vigorous advantage of those opportunities.

The familiar saying, that you can lead a horse to water but you cannot make it drink, applies here. Universal Life Energy can place you in direct relation with the Supply, but your conscious self has to draw it in. Mental work alone is not sufficient. Simply to contact mentally Universal Abundance and then not take the necessary steps to get it is useless. You live on the physical plane as well as on the mental one, and the cooperation of the two is required to produce results.



QUESTIONS

1. What is the fundamental Cause of Poverty?
2. How does this Cause express Itself?
3. How can it be overcome?
4. What are the physical channels through which the qualities of the individual are expressed?
5. What determines the degree to which those qualities are manifested?
6. How does the original undifferentiated current of Universal Life Energy become differentiated in the individual?
7. What role does environment play in the development of a child, especially in relation to its financial brain center?
8. To what three immediate causes may the inability of any brain center to function be due?

 1.

 2.

 3.

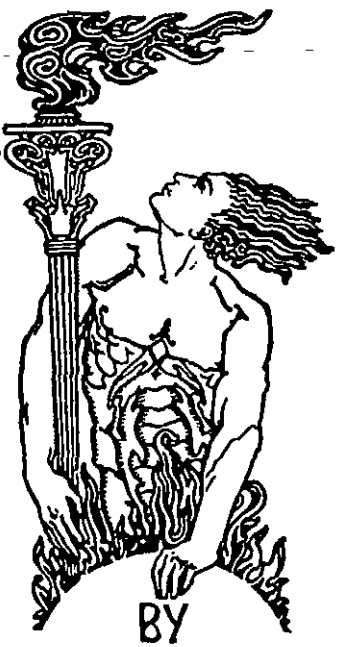


9. Why are purely mental methods for overcoming Poverty inadequate?
10. How can Abundance be most successfully demonstrated?
11. What attitude in giving prevents the operation of the Law of Compensation?
12. What is the understanding of Money essential for true giving?

LESSON NINE

"KNOW THYSELF AND THOU SHALT KNOW ALL"

SCIENCE OF BEING



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ANSWERS TO LESSON EIGHT

1. The fundamental Cause of Poverty is:
 Fear.
2. This Cause expresses itself:
 By preventing the development and operation of the financial center within the brain of the individual.
3. It can be overcome:
 Only by the use of Universal Life Energy.
4. The physical channels through which the qualities of the individual are expressed are:
 Brain centers, each of which corresponds to a certain definite quality.
5. The degree to which these qualities are manifested is determined:
 By the degree to which the corresponding brain centers are able to function.
6. The original undifferentiated current of Universal Life Energy becomes differentiated in the individual:
 By assuming the qualities of the various centers through which it passes.
7. The role played by environment in the development of a child, especially in relation to its financial center, is:

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Such development is largely moulded by environment, so that if the parents have a defensive and fearful attitude toward Poverty, that fear is bred into the child and prevents the natural development of its financial brain center.

8. The three immediate causes for the inability of any brain center to function may be:
 1. Lack of development, due to fear.
 2. Paralysis of the center, due to overstrain.
 3. Exhaustion of the center, due to abuse.
9. Purely mental methods for overcoming Poverty are inadequate:
 Because they lack the creative and energizing power of Universal Life Energy.
10. Abundance can be most successfully demonstrated:
 By allowing Universal Life Energy to develop the corresponding center within you in accordance with Its own Natural Laws.
11. The attitude in giving which prevents the operation of the Law of Compensation is:
 An attitude of Fear, so that the gift is given with inner reluctance and a sense of self sacrifice which closes the physical brain center against a compensating supply.



12. The understanding of Money essential for true giving is:

 That Money is an impersonal Power which expresses itself through you only in proportion as you are able to give it out in intelligent and constructive ways.

Dear Friend:

Old Age is a condition of health, not a tally of years. Therefore it is most appropriate that this last of the cycle of Lessons on the Body in relation to Universal Life Energy should show you how to ward off the attacks of Time by increasing and preserving the health of your body. A sound and harmonious physical apparatus will always defy Old Age, because it will always be able to manifest completely the qualities of the individual. Youth is chief among those qualities; therefore in proportion as we supply that immortal part of our triune being with a fitting instrument for its expression, Youth will shine through, ageless and indomitable.

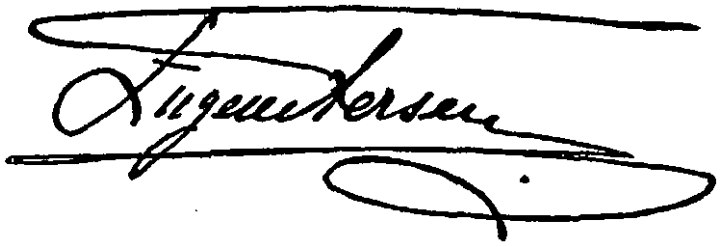
Mankind loses the open contact and free exchange between its inner Self and its material body, not because it wants to, but because a long inherited habit of thinking gradually overthrows its balanced development and starts it downhill on a false course. Reliance on Self shifts to reliance on others. Fear opens the door to sickness and



fatigue, the resilience of Youth departs and Old Age creeps in to ripen slowly into Death.

This Lesson will explain to you how to restore that broken contact by the use of Universal Life Energy, how to rejuvenate through It an old or tired body, and how to drive out the poisons of disease and troubles which have lodged there. Though you may not intend to use that Force as a professional healer, still you can readily appreciate the value of a Knowledge which enables you to meet and overcome every emergency of accident or illness, whether for yourself or anyone else. Self Reliance will then take the place of that increasing dependence on others, and by developing within yourself the means to remedy all shortcomings, physical as well as mental and spiritual, you will win at last the true Freedom which is the right and ambition of all.

Cordially yours,



SCIENCE  *of* BEING

LESSON NINE

TO enjoy glorious health is one of the most ardent of human aspirations. The health of an individual is the measure of his ability to "live," to express himself in terms of power and achievement on this Earth Plane. It is worth more than riches, because it gives one unlimited opportunities for acquiring wealth, whereas all the money in the world cannot actually buy health.

Health is the efficient outward manifestation through the body of harmonious inner activities. For this a sound body is as essential to each individual as is a good instrument to a musician. A master violinist handicapped by a broken or ill-tuned instrument, cannot give expression to the exquisite melody within him, because every note is shorn of its power, beauty and attractiveness in passing through an imperfect channel. So with the physically unfit—no matter what the harmony within, it emerges only into distorted and jangled expression through the flawed channels for its transmission.

As Mankind is the sum of the individuals comprising it, the progress and vigor of the Human Race, as well as the relative progress and vigor of respective Nations, depends directly on the degree to which every one of its people can manifest their inner qualities. A healthy member of Society is able to serve Society in proportion as he is able



to manifest more qualities, thus constituting a positive force for its advancement. An unhealthy person is on the contrary a burden which Society must carry and which retards it. The difference between the two marks the progress or retrogression of the people as a whole.

Therefore an equal responsibility rests on everyone to develop a healthy body, not only for their own sake, but also for the sake of their fellow beings. We have certain qualities which are there for expression, and we have the physical organs to give them that expression. If those physical organs are poorly developed the greater part of the qualities they represent will never be brought out. Thus not only does ill health result in a great loss to the individual in particular, but also to the world in general which is prevented from benefiting by those qualities.

In this connection you may recall divers prominent figures who, in spite of ill health and physical limitations, have been able to produce remarkable results in their lives, while others with every apparent physical advantage have accomplished nothing constructive at all. There are two explanations for this seeming paradox.

The first and obvious one is that those who achieved much in spite of physical limitations could have done a great deal more if they had been in sound health, whereas those whose excellent physiques did not enable them to



attain any special prominence would have been much worse off if they had not possessed at least that single asset.

The second and more important one is the prevailing misconception of what Health is. Most people are inclined to judge the health of an individual by the muscular development of his body, which is in fact a very specious indication. A man may be splendidly muscled and still in poor health, because the development of more important inner centers may not at all have kept pace with the growth of visible sinews. In that case the magnificent body is an excrescence, a sort of huge wen growing out of a spindling core where all the centers except those controlling that exaggerated development are starved and shriveled almost to nothing.

Real health is a condition which must pervade every fiber. The physical apparatus for the expression of one's qualities is like a lens, or burning glass, for focusing and transmitting the rays of the sun. If the lens is dirty or chipped and full of flaws it will permit those rays to filter through only very imperfectly, so that their expression on the other side is blurred and dim and powerless. If it is crystal clear it will concentrate the scattered rays into a one-pointed beam of such potency that the individual can say, with reason, "watch my smoke," because in whatever



direction he turns that beam he is going to get action and results.

The healthy body is the clear lens—that is, not only polished on the outside, but free from dirt and faults and bubbles on the inside also. Such a body does not need to be hardily muscled; all it needs is to be clean and evenly developed throughout. Just as limpid water can be made to focus the sun's rays as effectively as a burning glass, so also can healthy tissues be made to correlate their activities and produce as good results by simply keeping them clean and wholesome.

The keystone of Health, therefore, is a balanced development, or poise. A normal individual with all his physical faculties equally developed, inside and out, is able to bring into play more power than one who has a few developed at the expense of the rest. Unbalanced powers neutralize one another, whereas balanced powers fortify each other. Observations made on criminals have revealed that their bad characteristics are very often the consequences of just such a lack of poise brought about by physical defects, especially in the brain. Once those defects are corrected, usually by an operation, the whole character of the individual is changed.

Physical culture has taken elaborate pains to evolve methods for promoting the general health of the body.



Most of these are scientifically worked out and bring excellent results if followed faithfully, but they are limited by the very principle on which they operate and the artificial aids required.

Any scheme of physical exercises proceeds on the actual theory, though probably unformulated, that by making a muscle work harder the center controlling that muscle is naturally obliged to develop in order to supply the increased energy demanded of it. In other words, such a scheme tries to control causes by manipulating effects. Therefore it is circumscribed in the number of hidden causes it is able directly to influence by the number of visible effects it is able to handle. And while those centers which are not touched nevertheless benefit sympathetically with the improved condition of the part of the body, they are not actually developed in harmony with the others. Thus the equilibrium is only partially restored, and in cases where the exercises are not wisely chosen is apt to be even more disturbed rather than corrected.

Added disadvantages reside in the fact that most of these exercises depend upon mechanical devices or special surroundings for their proper performance. Many of them, particularly games, are a part of outdoor life and require the cooperation of others. Yet to a great number of individuals neither specialized apparatus nor outdoor life and



companionship are available, so they cannot benefit as do the more fortunate ones. But for those who know how to use Universal Life Energy no such limitations of environment exist, because wherever they are that Power is there also, waiting only to have the way opened for It to enter.

The ultimate purpose of both physical exercises and the methods taught you in this Course is the same—that is, to develop a healthy and efficient body—but they go about it from diametrically opposite points of view. Physical exercises works from the surface inward toward centralized causes by as many channels as it is able to find, just as one might try to clean a clogged shower bath by squirting water back through each hole separately. Universal Life Energy works from the centralized causes outward into surface effects—a single stream spurting under equal pressure through each separate hole or channel and driving the accumulated dirt of sickness and ill health before it.

The most direct reversal of this natural process is to be found in the use of drugs and medicine, that last recourse of failing health. Although the basis of all such artificial stimulants is, after all, Universal Life Energy, since every material thing is composed of that Force in different degrees of condensation, their use should nevertheless be avoided as far as possible and then resorted to very carefully under adequate medical supervision. To obtain Uni-



versal Life Energy through your own physical channel, contacting that inexhaustible Supply in Its pure aspect of Life Force, is one thing, whereas obtaining It in a corrupted form out of a bottle is another. In the former case you develop your own inner organs for drawing in as much as you need, in quantities automatically adjusted by the requirements, and you rely solely on yourself. In the latter you not only depend more and more on a box of pills or a vial whose contents are administered through unnatural channels in quantities determined by a seldom infallible human judgment, but by introducing a supply of energy artificially you deprive the center in your brain on which you ought to rely of its function, so that it sinks into disuse. Universal Life Energy in Its pure form contains the antidote for every ailment, and through Its inherent power of harmonization will establish Equilibrium and Health by eliminating disharmony and disease wherever and however found.

The way to treat yourself for any physical trouble is as follows: Make the contact with Universal Life Energy after seating yourself comfortably in a chair. If you are too ill to sit, lie down. When you feel the Force flowing through you place your hand on that part of your body which is troubling you. Universal Life Energy will then flow in a healing current through your hand into the dis-



eased part. There it will by and by eliminate the trouble by throwing it off, and will restore the natural condition of equilibrium.

If there is inflammation, due to congestion, Life Energy will dispel that congestion and the inflammation will disappear. Remember that most of human troubles are due to local or general congestion of the body; therefore its elimination is one of the most important points in Therapeutics.

If there are diseased or dead tissues, as in so many so-called organic troubles, Life Energy will restore the diseased cells to their normal activities. Those which are dead will be thrown off by the living ones which will replace them, and the affected part will then assume once more its full share of the work of the body.

In its aspect of Protector against deadly microbes and the germs of contagious diseases, Universal Life Energy plays the same role in the body as ammunition and supplies play in the work of an army. Each cell of your body is a tiny soldier on guard over his own minute sector of the line, and Universal Life Energy, flooding along the nerve pathways, seeping into every blood corpuscle, stimulating and strengthening everything It touches, carries to every individual fighting cell of those massed millions the power to repel the attacks of an enemy much more subtle and



persistent than any human foe could be. That Force is the ammunition whereby those soldier cells preserve an unbroken front, as well as the food which sustains them during that endless battle, and It produces a radiation of positive Life Current from the body so strong that negative assaulting units explode and destroy themselves on contact with It just like toy balloons which float within range of a bonfire. That is why a genuinely healthy individual, one whose inner supply depots and lines of communication are well organized, can go through epidemics and can associate intimately with people suffering from contagious diseases without being affected in any way by them.

Its distinctive quality of self-government makes the use of Universal Life Energy so simple and practical that anyone, even a child, can get equally effective results from It. No special knowledge of anatomy or of the disease itself is required, and no misuse is possible, because the unvarying tendency of that Force always to seek and find equilibrium is stronger than any human will to direct or change it. If you have that special knowledge, so much the better, as you will then understand exactly how the Power you use is operating. But whether you know or not It will operate just the same, flying directly to Its need, filling the diseased part of your body as rain spills into the hollows in the ground, in precisely the right quantities



and carrying just the right antidote, bringing Its own peculiar quality of basic harmony to replace the disharmony It expels.

When treating others the method of using Universal Life Energy is slightly different from self-treatments. Have your patient if possible comfortably seated in a chair and perfectly relaxed. The patient does not need to make the contact with Universal Life Energy. You are to do that. Take good care to make the contact before you touch or even approach the patient, as otherwise he will, because of his exhausted condition, draw out of you instantaneously your own reserve of Life Energy stored in your Solar Plexus and will leave you in your turn exhausted. In that condition it will be more difficult for you to make the contact than if you are in your ordinary physical shape.

After you make the contact, place your two hands on the shoulders of your patient from behind in such a way that your thumbs, touching each other, rest on the seventh vertebra, which is most easily identified as the lower joint of the neck. This is the most sensitive point in the spinal column from which your spinal cord, and consequently the whole of your nervous system, can be influenced. Your other fingers and the palms of your hands are to rest on the shoulders of your patient, the finger tips directed downward over the breast bone toward the Solar Plexus.



Then all that is necessary is to let the current of Universal Life Energy flow through your hands into the body of your patient. It will pour into the spinal cord and from there be distributed by way of the nerve system to every part of the patient's body. Where a particular need for It exists, that need will act as a vacuum which sucks It more strongly to the sick tissues until the healing is accomplished and the lost equilibrium re-established.

The less you think about your patient during the treatment the better Universal Life Energy will work. Mental effort, either through thought, suggestion or will power, produces a tension which contracts the channels for conducting the Force and thus hampers It in Its work. Thorough relaxation is what is required, and the more you are able to achieve that through a placid, open realization of your One-ness with the Universal Current, complemented by a calm and loving attitude toward your patient, the better results you will obtain.

Remember, it is the Universal Power which does the healing and not you. You are only the medium, the conducting agent through which It finds expression. Therefore put aside all personality and be as open as you can to the inflow of that Power.

The question may arise as to how long each treatment shall be continued. The general rule is to keep your hands



on the shoulders of the patient until you feel that the current of Life Energy has stopped flowing through your finger tips. This indicates that the body of your patient is saturated with that Power; therefore to continue would be a waste of time and energy. At this moment gently remove your hands, for the treatment is completed.

The length of the treatment varies in accordance with the nature of the case you are treating. If the need is great it will take more time to fill it. However, from five to fifteen minutes is a reasonable space of time for most treatments to last. In some cases it may be shorter, in some longer. It is a question of developing within yourself the faculty of sensing when to stop, and that is something you can learn only through experience.

If there is some local trouble to which you wish to give special attention, you can follow the treatment described above with an additional one to complete it. Keeping your left hand on the left shoulder of the patient so that the thumb touches the seventh vertebra, place the right hand on that part of the body which you want to heal. If the affected area is very small, as in the case of eye or ear trouble, also wounds and burns, bunch the five fingers of your right hand together in order to concentrate into one ray the five streams of Universal Life Energy flowing from your five finger tips, and then direct that ray on the sick



part, but without necessarily touching it. Wounds and burns so treated heal with remarkable rapidity, usually without leaving a scar. These local treatments are very strong, because of the combined action of the individual currents flowing through your fingers, and care should be used in giving them.

These instructions concerning the use of Universal Life Energy for healing purposes are of a general kind. As each case is an individual case, it is left to your own intelligence and resourcefulness to adapt the application of that Power to special needs.

Remember, the Life Force is like a current of electricity which you can direct through your finger tips in any direction you choose. By opening yourself to It more you can increase Its power; by closing yourself you can diminish It at will.

In treating yourself and others for so-called chronic troubles, you will notice that very often, after a decided improvement, there will be a sudden relapse and the condition will grow worse perhaps than it was in the beginning. Though unpleasant, this is an excellent sign. It shows that the deep-seated poison of the disease is being driven to the surface for elimination. Naturally, this results in an intensified expression of the trouble for the time being, until the inner venom is all forced out, but meantime the cure



is taking place within. Such a process is called Magnetic Chemicalization. Continue to treat vigorously and soon the condition will disappear entirely, never to occur again.

Universal Life Energy can be applied not only in treating human beings, but also in treating animals and even plants (see Lesson V) which, as they are closer to Nature and less subject to fear, actually respond much quicker and better than human beings.

In a consideration of the human body and its limitations there is one other problem paramount in the interest of everybody, as it has been all through Humanity's history. That is the question of Old Age. Why is life so short? Why do advancing years batter down this fleshy temple of our souls, defacing it with the scars of Time, draining away beauty and youth and buoyancy and power, ruthlessly exposing it to every sort of disease and disappointment, and saddening with its solemn threat of death the twilight of our sojourn on this plane?

From time immemorial it has been the dream of our immortal part to secure something strong and lasting for its expression, and this secret yearning has found voice in countless legends and stories of Fountains of Youth, Elixers of Life, Magic Apples of Health and numberless other nostrums for restoring old and tired bodies to their earlier vigor. Although everyone seemed doomed to grow old,



the hope irrationally persisted that sometime, somehow, someone would discover the secret of how to stop the disintegrating processes of Old Age and Death. The indestructible Soul within the perishable human body refused to accept the material fact of growing old and dying.

The reason for this is that the cause of Old Age is not to be found in the Soul, which knows no bounds of time, but in the Mind, in our own Consciousness. Through Pride of Mind Humanity deliberately separated itself from the Infinite Source of All Life and limited itself to the small supply of life force in the physical body. From that moment, naturally, human beings were bereft of the only Power great enough to withstand the disintegrating influences which are continually working for the destruction of the material body. If it were not for that mental separation of the individual from the Eternal Life Principle, Old Age and Death would never have been known on this Earth.

The immediate causes of Old Age are of two kinds, mental and physical. Fear, worry, disappointment, hatred, jealousy and all other negative thoughts and emotions are the mental causes, while the essential physical cause is low vitality due to overwork, malnutrition, unsanitary conditions and habits of life and all sorts of abuses. The inabil-



ity of the individual to overcome these causes accounts for the victory of Old Age.

That inability to conquer physical limitations is directly due to the interference of Mind. When the individual is young his physical growth is emphasized, while his mental development trails along in second place. It is the formative period, when all faculties are fresh and clean, wet clay for the moulding of the future man or woman. Mind has not yet bulked big enough to thrust itself between the individual and that intimate contact with Natural Forces which is his birthright. Fear is a sinister stranger whose acquaintance is to be made gradually by experience, a somber sprite lurking in a thousand different and unexpected guises along the road of development and leaving a raw wound to commemorate every encounter.

As years bring Youth into Maturity those encounters become more frequent, so that the accumulated scars harden and crust the Mind with a dread consciousness of its limitations. Through that tough shell Life Energy is no longer able to penetrate freely and nourish the centers within as abundantly as before, so those centers wither away or pulse feebly in accordance with the meager trickle they are able to secure. The individual becomes more and more restricted to the pool of reserve life force in his own body, and the demands of a ripening mental growth drain



that reserve day by day, often stopping development prematurely, then lowering the vitality a bit at a time until wrinkles appear, firm flesh sags, cheeks cave in, teeth drop out, and all the melancholy insignia of Old Age emerge like dry rot through the walls of that sturdy structure erected by buoyant Youth.

The tragedy of this process is that at the very time when we most need all the power we can bring to bear in order to make every quality count to the utmost, at that time our Mind is working most strenuously to cut us off from contact with the unlimited Supply of All Power. Not only that, but it is sucking dry the reserve of energy in our body in order to feed itself. It is depriving cells and tissues of the sustenance and power they must have to carry on successfully the ceaseless war against destructive outside influences---opening the back door to disintegration and death, as it were, while squandering the defensive forces on its own selfish concerns. It is the most subtle of traitors, for while it dazzles us with the brilliance of its performance it robs us of our greatest treasure, the contact with Universal Life Energy. So slyly that we seldom realize it, Mind reverses the course of Nature so that whereas in youth the body lives on the individual, who supplies it with Power from the Universal Source, in old age the in-



dividual literally preys upon his body and eats himself into his grave.

The incursion of Old Age is definitely marked in accordance with Natural Laws. Like a light which is turned out, the glow of life sinks inward on its own center. The skin is the first to suffer as the luster and freshness of Youth recede from it. Then tissues and muscles fail, and arteries become brittle and incapable of carrying the blood current as they should. The heart and other vital organs next lose their powers. Finally the dimly glowing filament which is the individual himself fades into the darkness of death, and only the cold and empty shell of what he was remains.

This is briefly the sad experience through which every human being seems compelled to go. Yet Nature teaches us an entirely different story. Animals and birds, especially wild ones, do not lose their powers with advancing age. On the contrary they grow bigger, stronger and more beautiful almost to the end of their lives. Especially is this true of reptiles. Turtles and crocodiles are credited with a length of life extending over several centuries, as are also quite a number of larger species of fish and other sea animals. It is only when they have reached the so-called limit of their individual lives that they suddenly cease to develop, grow old very rapidly and die without going through that



human experience of losing one's qualities and forces gradually from middle life onward.

In the vegetable kingdom this process of continual growth and unfoldment is even more clearly exemplified. For instance trees, such as the giant Sequois of California and the Western United States, are often many thousands of years old, but they do not give an impression of age. The impulse is always to refer to them as big trees, because their size and strength are what strikes the eye, not their age. Yet through slow centuries they have been steadily gathering to themselves the power to achieve that growth, and in their present massiveness are proofs of an unfaltering progress in the face of every obstacle, over every danger, through all limitations to an ultimate and glorious Success.

Are human beings inferior to trees? Is their latent fund of infinitely richer qualities and more varied possibilities unable to accomplish for them what an insensate piece of wood can do for itself? If a tree, an alligator, an elephant can progressively overcome outside destructive influences almost until the end of their lives, can we not do as well? Certainly we can, once we understand how.

Eliminate Fear and you vanquish Old Age. Fear is the drug which not only paralyzes the expression of those positive qualities so vital for the preservation of Youth, but it also contracts and numbs every nerve and cell and tissue.



It is a blight which withers everything it touches, cutting the individual off more and more from his contact with that life-giving Power in whose energizing current alone Youth and Strength are to be found.

Change your ways of thinking and feeling from the negative to the positive, not by a tensing exertion of will power, but through calm relaxation and a serene consciousness of your One-ness with Universal Life Energy. Abandon Worry, which is one of the most powerful disintegrating factors in the whole catalogue of negative forces. If you start right causes to the best of your ability, right effects will eventually result. Worry will not alter those effects to come in the slightest, and will very decidedly hamper you in starting more right causes now. It puts you out of joint physically, mentally and spiritually, so that those three parts of your being are no longer able to work in a correlative and harmonious manner for the expression of their activities.

Thoughts of Hatred, Jealousy and all kindred negative emotions are the implacable foes of Beauty and Youth. They are like a corrosive acid, which harms those at whom it is thrown but harms those who throw it infinitely more. Nothing so quickly scorches away the bloom of youth, and no disfigurement is so repulsive as that which it pro-



duces when it has eaten through the containing walls of flesh around it.

Love, the single antidote for every destructive thought and passion, not only heals the wounds inflicted by them, but opens the individual to the purging flow of that Great Power which alone can make him immune to them forever more. All channels, physical, mental and spiritual, which have shrunk under the bitter lash of negative thoughts and emotions until they are tightly closed, relax again at the vivifying caress of Love.

If you want to be always young and strong, give the positive thoughts and emotions an opportunity to help you. Preserve a loving, optimistic and joyful attitude towards life, taking it neither too lightly nor too seriously. Thereby you will attain a poise impregnable to every destructive influence and will arrest the advance of age. Nature, working normally through you as through the rest of Creation, will develop an ever finer instrument for your expression, so that you will become stronger and more harmonious in body, broader and nobler in mind, richer in spirit, until your Evolution on this plane is completed and you are ready to go on.

Old Age can and eventually will be completely overcome by those who will conscientiously and persistently put into practical application in their daily lives these



Principles of Nature. This Lesson, explaining those Principles, is designed for the express purpose of enabling you to solve that problem, and the Exercises appended to it will help you to the right path by which to achieve that natural victory.



EXERCISES

This week continue as usual morning and evening the Star Exercise, also Relaxation, Silence and the Mental Contact with Universal Life Energy. Then, by means of the new Exercise described below, direct the main currant of that Force to those centers within you which govern Strength and Youth. This Exercise is called REJUVENATION, and is performed as follows:

During the Silence, while contacting Universal Life Energy, think of that Power as rising upward from your Solar Plexus, through the spinal cord into your brain, flooding every portion of it, invigorating and stimulating every center, cell and gland. Think of It specifically as flowing to your eyes, your centers of hearing, etc., in turn. By mentally contacting a particular organ or part of your body you open the nerve channels within you which control that part to the vivifying flow of Universal Life Energy, so that the Force is for the time being concentrated more strongly there. It is the entering wedge, in a way, that pries open the narrow mouth of the center which feeds an organ a little wider to the Supply that seeks entrance.

As the process starts from the center and proceeds outwards, a more or less logical sequence ought to be observed in directing the Life Current. Send It first to the inner



vital organs, which are nearest to the source of that flow and therefore the first in Its path. Think of It as filling the heart, spilling from there into the lungs, brimming over into the kidneys, spreading to the liver, stomach, limbs, feet, arms, hands, muscles, tissues, teeth, hair and last of all the skin. Feel it like a steady rush of wind blowing out through the pores of your skin, just as air exhaled from your lungs issues from the nostrils. And above all remember not to use will power, since the successful performance of this Exercise, like all others based on Universal Life Energy, depends primarily on Relaxation.

As the skin is the first to show the marks of Old Age, so it will be the last to lose them. REJUVENATION takes place first within, through the gradual elimination of outworn cells and tissues in favor of new and healthy ones. You will feel the change long before you will see it. As your inner organs are refreshed you will notice a sense of buoyancy and strength stealing through you like a clear stream through stagnant waters. You will take more interest in life and in your surroundings, and will be alert and responsive where before you were indifferent. Eventually every cell and fiber of your body, in muscles, bones and nerves, will be replaced and you will have been literally made over after a new, younger and better pattern.



The process reaches completion when your skin undergoes that alteration, the wrinkles melting away and a firm, harmonious contour of the features emerging to reflect accurately your changed attitude. Youth will glow again from beneath the gray ashes of years, and this time will abide with you as long as you consciously keep bright and warm the flame which before you permitted to grow dim because of lack of knowledge how to feed it.



QUESTIONS

1. What is Health?
2. How is it related to the progress of Humanity?
3. What is the keystone of Health?
4. To what specific bodily condition are most physical troubles due?
5. How can those troubles be eliminated?
6. Should will power be used in that elimination?
7. What is Magnetic Chemicalization?
8. What is Old Age?
9. What kinds of causes are responsible for Old Age?
 (1.)
 (2.)
10. To what fundamental cause can all others be traced?
11. To what part of our triune nature is Old Age restricted?
12. How can Old Age be overcome?